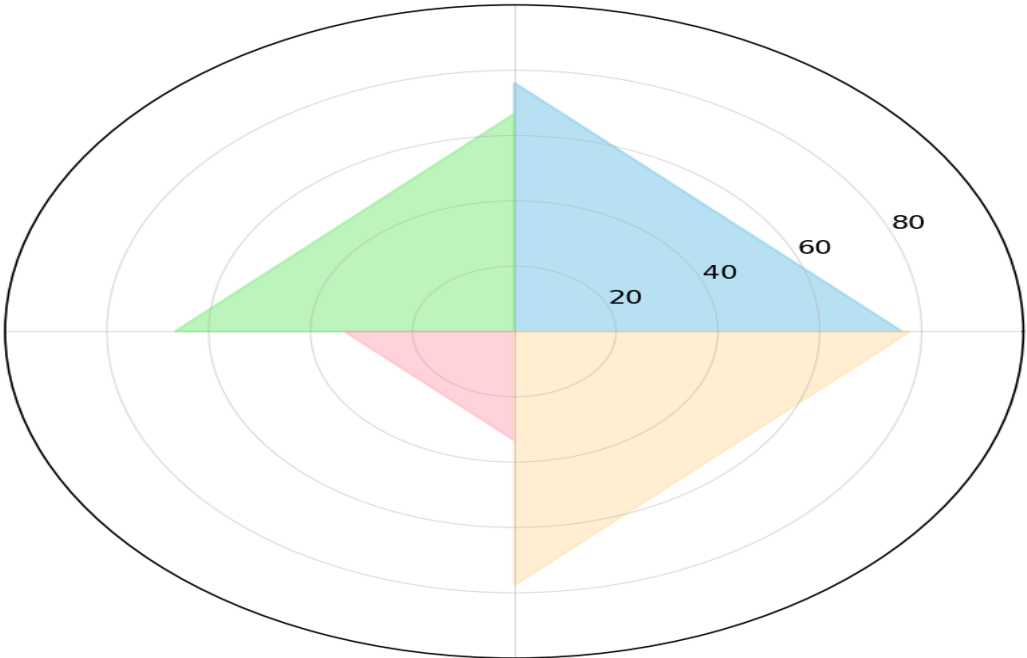


FINAL REPORT



Score Totals

Name	Score	Total
Motivating Level 2	16	21
Empathy Level 2	4	6
Questioning Level 2	3	9
Persuasion- Win/Win mindset Level 2	7	9

Conversation Thread

Acknowledge the person and their past success to motivate them at the start of the conversation.

Score: ★

Show confidence in their ability and ask questions to understand the reasons.

Score: ★★

Probe to understand their thought process.

Score: ★

Ask them to suggest solutions, as that will give them confidence.

Score: ★

Empathise, ask for ideas and offer help.

Score: ★★

Offer to help where you can.

Score: ★

Build their confidence and get them to focus forward

Score: ★★