

POLITICAL SKILL AT WORK

THE POLITICAL SKILL INVENTORY

1	2	3	4	5	6	7
STRONGLY DISAGREE	DISAGREE	SLIGHTLY DISAGREE	NEUTRAL	SLIGHTLY AGREE	AGREE	STRONGLY AGREE

Using the following 7-point scale, please place the number on the blank before each item that best describes how much you agree with each statement about yourself.

- I understand people very well. (SA)
- I am particularly good at sensing the motivations and hidden agendas of others. (SA)
- I have good intuition or savvy about how to present myself to others. (SA)
- I always seem to instinctively know the right things to say or do to influence others. (SA)
- I pay close attention to people's facial expressions. (SA)
- I spend a lot of time and effort at work networking with others. (NA)
- I have developed a large network of colleagues and associates at work who I can call on for support when I really need to get things done. (NA)
- I am good at building relationships with influential people at work. (NA)
- At work, I know a lot of important people and am well connected. (NA)
- I spend a lot of time at work developing connections with others. (NA)
- I am good at using my connections and network to make things happen at work. (NA)
- I am able to make most people feel comfortable and at ease around me. (II)
- I am able to communicate easily and effectively with others. (II)
- It is easy for me to develop good rapport with most people. (II)
- I am good at getting people to like me. (II)
- When communicating with others, I try to be genuine in what I say and do. (AS)
- It is important that people believe I am sincere in what I say and do. (AS)
- I try to show a genuine interest in other people. (AS)

TOTAL, DIVIDED BY 18 = **OVERALL POLITICAL SKILL INVENTORY SCORE**

SA
(SOCIAL ASTUTENESS)

BY 5=

NA
(NETWORKING ABILITY)

BY 6=

II
(INTERPERSONAL INFLUENCE)

BY 4=

AS
(APPARENT SINCERITY)

BY 3=