

## Field Leadership Profile

### Sample Questions

#### Being talkative is...

- Not at all like me
- Slightly like me
- Somewhat like me
- Very much like me
- Definitely like me

#### I tend to arrive early for appointments so as not to keep people waiting.

- Very inaccurate
- Moderately inaccurate
- Neither accurate or inaccurate
- Moderately accurate
- Very accurate

#### Rate yourself on getting work done in an atmosphere of confusion:

- Far below average
- Below average
- Average
- Above average
- Far above average

**For the following, respond as if you were a manager faced with the situation described. Choose one response that is closest to the way you would act in that situation. There is no right or wrong answer.**

Occasionally, sales representatives do not provide you with their production figures on time for your monthly home office performance reports. You would:

- Give them a specific time by which they need to provide the figures
- At an agency meeting, explain that they are negatively affecting the home office's attitude toward the agency
- Remind them that this is required, and that it is their responsibility
- Initiate negative consequences for late reports (e.g., stop support)
- Meet with those who submit reports late and explain the importance of promptness