

Alternative Careers in Nursing

Assessment 3-4 Interpersonal Skills

Entrepreneurs experience a special dilemma: Whereas they crave independence, they also understand the need for collaborative problem solving if their own and their clients' goals are to be attained effectively. Because collaboration is so important, successful entrepreneurs must rely heavily on their interpersonal skills. In this assessment, you will determine the extent to which you possess these skills.

Instructions: Using the same 0 – 6 scale described in Assessment 3.2, rate yourself on each of the following 15 statements.

Statement	Score						
	Never True			Always True			
	0	1	2	3	4	5	6
1. I tune in to other people's verbal and nonverbal messages when I'm listening to them.							
2. I have excellent verbal and nonverbal self-presentation skills.							
3. I can express abstract concepts in concrete terms.							
4. I clarify and validate messages when communicating with others.							
5. I am comfortable confronting another person in a conflict situation.							
6. I can set limits on how other people use my time.							
7. I can say no.							
8. I can tell others about my limitations as well as my strengths.							
9. I can establish problem ownership when resolving conflicts with others.							
10. I'm an effective group facilitator.							
11. People frequently seek me out for help with interpersonal or work problems.							
12. I use power skillfully.							
13. I can effectively handle other people's attempts to use their power inappropriately with me.							
14. Even in a conflict situation, I use an assertive style that preserves others' integrity as well as my own.							
15. I'm a good negotiator.							

Scoring. Which skills do you need to develop? The numerical scores for each statement can be interpreted in much the same way as an in Assessment 3-3 (i.e., deficient, underdeveloped, well-developed or exceptional).