



## HOW WELL DO YOU ASK?

*Circle the rating that best reflects your current negotiating skill level for each statement below. (If your choice changes between work and home, select the rating for work.) Then, add all ratings circled for your total score.*

Currently, when I ask, I...	Never	Occasionally	Always			
Boldly request what I really want without fear or hesitation. Nothing stops or blocks me from asking.	1	2	3	4	5	
Make requests benefiting me with the same passion and confidence as when making requests on behalf of others	1	2	3	4	5	
Know people like and respect me. They trust my motives and know I honor my word. They willingly support our agreement even if I'm not present.	1	2	3	4	5	
Ask the right person, in the right way, and easily tailor my approach no matter whom I encounter. I am not intimidated by another's title, role, or experience.	1	2	3	4	5	
Know my request is appropriate, even if the request is unpopular, untried, or a new concept. I am certain the person I ask has the ability to approve my requests.	1	2	3	4	5	
Remain calm and in control despite others' reactions, negative behavior, or responses including no. I am fully prepared to deal with any tricks or unfair tactics.	1	2	3	4	5	
Regularly receive results that exceed what I wanted or thought possible. I am completely satisfied with my outcomes and confident I leave nothing on the table.	1	2	3	4	5	

**Total Score:** \_\_\_\_\_

- 35** = You get what you really want and what everyone else wants too!
- 28–34** = You usually get what you want.
- 21–27** = You sometimes get what you want and sometimes not.
- 13–20** = You want to get a whole lot more.
- 7–13** = You seldom get what you want and wonder why.

**Ideas? Who can help me?**