MARK FRITZ

Ownership Leadership Assessment

Start!

Ownership Leadership Assessment - Do You...

Leadership Mindset

	Occasionally	Frequently	It's a Habit
1. Frame your conversations in the outcomes? (the language of achievement)	☐	☐	☐
2. Ask your people for the milestones of the outcomes you ask them to achieve?	☐	☐	☐
3. Outline to everyone the clear outcomes to be achieved for all your meetings?	☐	☐	☐
4. Constantly communicate a clear picture of success and team's WHY to your people?	☐	☐	☐
5. Focus on the conditions that enable your people to create the team's success?	☐	☐	☐
6. Take action on your non-enjoyable activities? (especially the difficult conversations)	☐	☐	☐
7. Share the team's WHY in ways that can link to your people's own personal WHY?	☐	☐	☐
8. Use more PULL (WHY) power than PUSH (BOSS) power to lead your people?	☐	☐	☐
9. Make it a priority to create & reinforce the GLUE (collaboration) within your team?	☐	☐	☐

MARK FRITZ

Ownership Leadership Assessment - Do You...

Leading yourself

	Occasionally	Frequently	It's a Habit
1. Invest in reflection time in order to understand how to improve your behaviors?	☐	☐	☐
2. Remind yourself that you are the role model for your team's behavior/culture?	☐	☐	☐
3. Constantly request feedback in order to drive your personal development faster?	☐	☐	☐
4. Surround yourself with people having different skills and personalities?	☐	☐	☐
5. Embrace the differences in others and fully listen to their different opinions?	☐	☐	☐
6. Determine your attitude before your show up in all your interactions with others?	☐	☐	☐
7. Feel responsible to your people (enable) versus responsible for (control) ?	☐	☐	☐
8. Live each day according to the equation of integrity / credibility.. DO = SAY?	☐	☐	☐
9. Invest time to create/maintain your focus on the important? (and for you team too)	☐	☐	☐

MARK FRITZ

Ownership Leadership Assessment - Do You...

Influencing Others

	Occasionally	Frequently	It's a Habit
1. Invest more time with your key people (your role models) than with others?	☐	☐	☐
2. Challenge your people to solve problems before bringing them to you?	☐	☐	☐
3. Delegate outcomes (achievement) to your people? (versus just the activities)	☐	☐	☐
4. Ask more questions than give answers to your people when they contact you?	☐	☐	☐
5. Focus on the outcome of communication and achieving the right feeling in others?	☐	☐	☐
6. Invest the time to truly listen to others? (listening values your people)	☐	☐	☐
7. Use stories & examples to share your data/key messages to others?	☐	☐	☐
8. Remind yourself to be consistently different...adapting to different personalities?	☐	☐	☐
9. Follow-up to reinforce the right behavior in others after your communications?	☐	☐	☐

MARK FRITZ

Ownership Leadership Assessment - Do You...

Driving Performance

	Occasionally	Frequently	It's a Habit
1. Discuss your shared principles, values and ways of working with your team?	☐	☐	☐
2. Make the shared team outcomes visible both inside and outside the team?	☐	☐	☐
3. Decide up front how key decisions will be made and engage the team in them?	☐	☐	☐
4. Create positive peer pressure in the team to drive accountability/performance?	☐	☐	☐
5. Create interdependence...people needing to help each other for their own success?	☐	☐	☐
6. Embrace conflict versus avoid it and use peer pressure to help uncover in the team?	☐	☐	☐
7. Create measurement/reporting systems where poor performance cannot hide?	☐	☐	☐
8. Build/maintain your relationships before you might need something from them?	☐	☐	☐
9. Capture others' key phrases to share their way of saying it in future communications?	☐	☐	☐

MARK FRITZ

Mark Fritz

Mark is a leadership speaker, mentor and professor; and has spoken on leadership and the power of ownership in over 50 countries throughout the world. He is the author of The Truth about Getting Things Done, and Lead & Influence: Get More Ownership, Commitment, and Achievement From Your Team.

Follow Mark..

🌐 http://www.markfritzonline.com/

✉️ mark@markfritzonline.com

in https://www.linkedin.com/in/markfritzglobal/

🐦 https://twitter.com/markfritz (@markfritz)

f https://www.facebook.com/markfritzglobal/

📷 https://www.instagram.com/markfritzglobal/

MARK FRITZ