Exercise: IX

Identifying Areas of Self-Interest

Answer the questions below in preparation for the exercise which follows.

1. What are your three strongest areas of self-interest?
2. What do you believe to be your boss’s strongest areas of self-interest?
3. Choose one co-worker. What do you believe to be his or her strongest area of self-interest?
4. Choose one subordinate or direct report or stakeholder. What do you believe to be his or her strongest area of self-interest?