

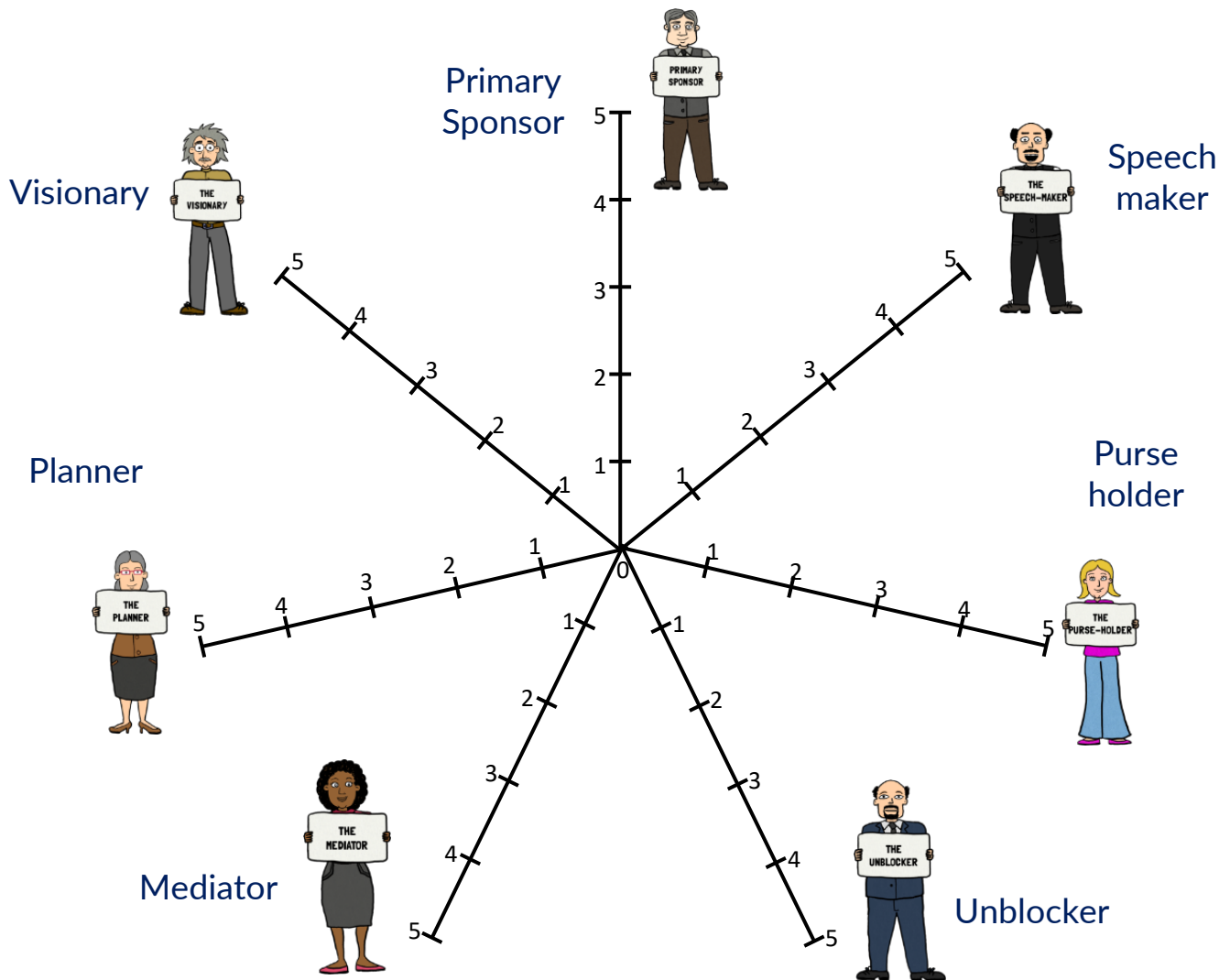
Sponsor Self Assessment Tool

Instructions

For each of the seven sponsor characteristics, mark on the scale from zero to five the extent to which you embody that characteristic in projects you are currently involved with.

Zero means that you do not embody this characteristic at all and five means that you totally embody this characteristic. Join the marks to form a shape.

Then using a different color pen or marker, mark the extent to which you *ideally* embody each sponsor characteristic in projects going forward. Join these marks.



You will have two different shapes: one that represent how you currently sponsor change projects; and one that represents how you would ideally sponsor change projects.

Questions:

- Do the resulting shapes look different?
- Where are the similarities?
- What actions can you take to make the transition from your current sponsorship style to your ideal sponsorship style?