

Assessing your Management Skills

General Management Checklist

Rate your skill and ability to do the following:

		Unsatis- factory	Weak	Average	Good	Except- ional
1.	Understand and practice win/win negotiations with landowners, lenders, and suppliers.	1	2	3	4	5
2.	Develop pricing strategies and document pricing performance.	1	2	3	4	5
3.	Develop positive relationships with buyers and sellers.	1	2	3	4	5
4.	Create an effective merchandising and procurement system.	1	2	3	4	5
5.	Create effective strategies to obtain access to markets for both inputs and products.	1	2	3	4	5
6.	Delegate authority and responsibility to others.	1	2	3	4	5
7.	Help employees develop their skills and abilities.	1	2	3	4	5
8.	Recognize the role human resources play in the success of the business.	1	2	3	4	5
9.	Effectively search out changes occurring in the industry and develop strategies to use these changes for personal gain.	1	2	3	4	5
10.	Recognize how everyday operating decisions affect the achievement of long-range business goals.	1	2	3	4	5
11.	Search for new and better ways of doing things rather than following the old adage, "if it ain't broke, don't fix it."	1	2	3	4	5
12.	Clearly identify the source(s) of the business competitive advantage.	1	2	3	4	5
13.	Seek out others to provide opinions about your ideas and plans.	1	2	3	4	5
14.	Continue development of leadership skills.	1	2	3	4	5