RELATIONSHIP MANAGEMENT DIAGNOSTIC TOOL

PERSON HAS MY BEST INTERSTS IN MIND WHEN MAKING RECOMMENDATIONS

6 7

8

9

10

10 Friends (10,10)
9
8 Chums (8,3)
1 ENJOY 7
PERSON'S 6
COMPANY 5 Ally/Adversary (4,2)
4
3

Colleague (1,1)

4 5

RELATIONSHIP MANAGEMENT

ENEMIES: Avoid or Remove.

2

1

0

COLLEAGUES: Be Polite; Look for ways to convert them to Allies.

Enemy (0,0)

0

1

2

3

ALLIES/ADVERSARIES: Look for tactical common ground; look for way to convert them to Chums.

CHUMS: Launch a Keep in Touch Program; Be sensitive that Chumship requires physical and virtual space.

FRIENDS: Be grateful and remain worthy of their friendship.