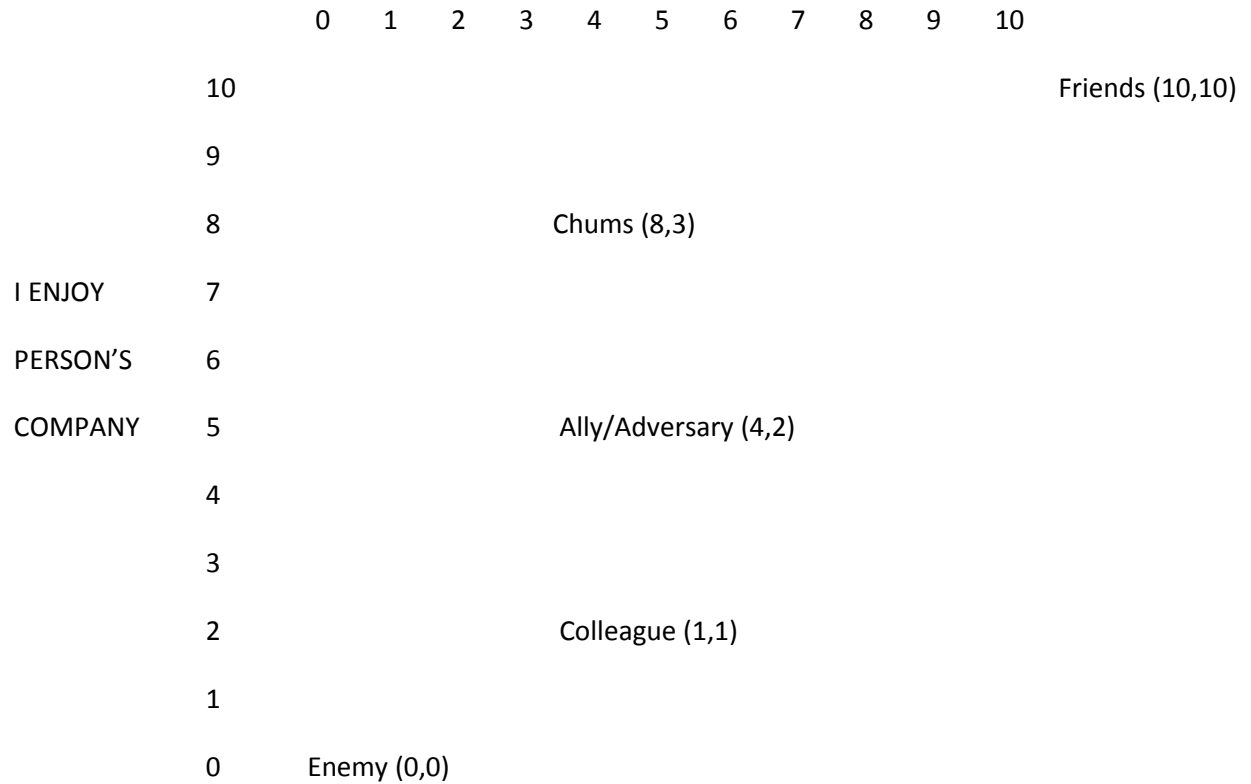


## RELATIONSHIP MANAGEMENT DIAGNOSTIC TOOL

PERSON HAS MY BEST INTERESTS IN MIND WHEN MAKING RECOMMENDATIONS



### RELATIONSHIP MANAGEMENT

ENEMIES: Avoid or Remove.

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

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.