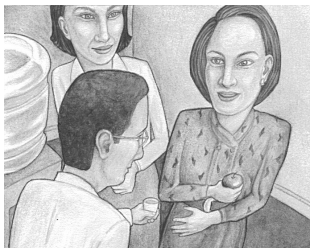




Building Good Relationships

Do You Know the Score?



Do people seem to enjoy being with you, or do they head the other way when you enter the room? Building relationships begins with the signals you give to show others you care about them.

Rate your relationship skills on a scale of 1 to 5. Give yourself a 5 if your behavior is solidly in the first (“Do you...”) column, and a 1 if it’s decidedly in the third (“Or do you...”) column. For instance, someone who appreciates other people’s humor about half the time would give themselves a 3 for that skill. Now begin.

5	4	3	2	1
<i>Do you...</i>		RATING ↔	<i>Or do you...</i>	
show concern for people’s needs?			only care about your own problems?	
listen to others with genuine interest?			tend to ignore what’s really being said?	
resist being swayed by first impressions?			make judgments about people before getting to know them?	
frequently compliment other people’s accomplishments?			resent or ignore other people’s success?	
enjoy other people’s ideas?			discourage opinions different from your own?	
appreciate humor in others?			hate kidding and joking by others?	
let people finish a statement before jumping in with your thoughts?			interrupt people frequently?	
use “body language” to show you are interested in others?			look bored and impatient?	
Total:				

PARTNERS EXERCISE: Do this exercise with your spouse or a close friend. Fill out the worksheet for yourself and for your partner, then compare your partner’s perceptions about your relationship skills with your own. Use the worksheets as a starting point for a discussion on ways to improve your relationship with your partner.

If you have a score of 30 or above, you probably know how to make other people feel appreciated in your presence.
If your score is 20 or below, people may feel that you have no interest in them or that you don’t respect them. The next time you’re around other people, focus on your behavior in those areas where you gave yourself a low score. What specific actions or attitudes can you change to give others the feeling you’re interested in what they have to say?