

SCORING INSTRUCTIONS FOR INVENTORIES AUTHORED BY CLAY SHERMAN

Please complete all assigned inventories before coming to each Uncommon Leader session. Don't worry about your scores, as results will be anonymous and are used to let you see how you compare to other managers nationally.

All inventories authored by Dr. Sherman are scored the same way as you encounter them at different sessions during The Uncommon Leader course. These include the Inventories on

- Inventory on Management Effectiveness
- Inventory on Problem Employee Managing
- Inventory on Change Management
- Inventory on Productivity and Performance Improvement.

Step by Step Instructions:

1. Tear off the right front margin.
2. Add up the points in each of the 8 categories and enter in the score column under "Raw Score"
3. Total the categories.
4. Rank order the categories (highest = 1, etc.). Categories with the same score get the same rank number.