

# Accepting Influence Questionnaire

Read each Statement and circle **T** for “True” or **F** for “False”

Complete this questionnaire for each individual professional colleague whose relationship with you wish to evaluate.

1. I am really interested in my professional colleague’s opinions on our basic issues.  

**T**                      **F**
2. I usually learn a lot from this particular professional colleague, even when we disagree.  

**T**                      **F**
3. I want my professional colleague to feel that what he or she says really counts with me.  

**T**                      **F**
4. I generally want this professional colleague to feel influential in our decision-making.  

**T**                      **F**
5. I can listen to this professional colleague, but only up to a point.  

**T**                      **F**
6. My professional colleague has a lot of basic common sense.  

**T**                      **F**
7. I try to communicate respect towards this colleague, even during our disagreements  

**T**                      **F**
8. If I keep trying to convince this colleague of my position / opinion, I will eventually win out.  

**T**                      **F**

9. I am generally attracted to seek this colleague's opinions during challenging situations.

**T**                      **F**

10. When we discuss a problem, my colleague is simply not rational enough to take seriously.

**T**                      **F**

11. I believe in lots of give and take in our discussions

**T**                      **F**

12. I am very persuasive and usually can win arguments with my professional colleague

**T**                      **F**

13. I feel I have an important say when we make decisions

**T**                      **F**

14. My professional colleague usually has good ideas.

**T**                      **F**

15. My professional colleague is a great help as a problem solver.

**T**                      **F**

16. I try to listen patiently to this particular colleague, even when we disagree.

**T**                      **F**

17. My ideas for solutions are usually much better than this particular professional colleague.

**T**                      **F**

18. I can usually find something to agree with in this particular professional colleague's position.

**T**                      **F**

19. My professional colleague is usually too emotional

**T**                      **F**

20. I am the one who needs to make the major decisions in our professional relationship.

**T**                      **F**

21. Because of my position on our team, I believe that giving into this colleague might demonstrate lack of leadership.

**T**                      **F**

22. I would only ask this colleague for his / her opinion in private, so that the team doesn't think I don't know what to do.

**T**                      **F**

23. I am comfortable with giving into a suggestion from this colleague, even when it is not what I would do.

**T**                      **F**

24. In order to protect against insubordination, I believe that a colleague who has this particular colleague's position on the team should only speak if spoken to.

**T**                      **F**

25. I don't mind being represented by this colleague

**T**                      **F**

Scoring:

- Give yourself one point for each “true” answer, except for questions 5, 8, 10, 12, 17, 19, 20, 21, 22, 24
- Subtract one point for each true answer to questions 5, 8, 10, 12, 17, 19, 20, 21, 22, 24
- If you scored 10 or above, this is an area of strength in your professional relationship with this colleague, a hallmark of an emotionally intelligent relationship
- If you scored, between 6 and 9, then you may want to examine ways of improving your leadership style for your team with respect to your relationship with this colleague.
- If you scored 5 or less, then you have likely created a relationship with this colleague that has been received as devaluing or intimidating and it is unlikely that they feel safe contributing in any creative way to the management of your patients.