

Assessing Trust

Undertake the short assessment below to gauge how you rate with your organisation, clients or prospects...pick one. With each statement, as it relates to you, tick the box that best corresponds to the degree you either agree or disagree with it. Only one tick per statement.



No	Question	SD	D	MD	MA	A	SA
1	The Client recognises our expertise and credibility in our knowledge area.						
2	We consistently meet or exceed Client expectations.						
3	The Client let us know they believe we will consistently deliver results for them.						
4	We always focus on the Client needs above our own.						
5	We enjoy working with our Clients.						
6	The Clients needs are not always central to our relationship.						
7	We utilise all our resources to produce the best Client solution.						
8	We have contact across many layers within the Client.						
9	My team always strives to put the Client first.						
10	We have the right team to get the job done for the Client.						
11	The Clients show faith in us through the openness and quality of our conversations.						
12	Client outcomes are central to our relationship.						
13	We are recognised as a partner by the Client.						
14	Our solutions for the Client have delivered real value for them.						
15	The Client regularly shares their business needs and challenges with us.						
16	Revenue generation is valued more than the outcome of our Client solution.						