

DATE: _____

SELF-ASSESSMENT

Skill Level Comparison:

How would you rate your current skill level?

TICK



Level One: Unconscious Incompetence

- In the (initial) comfort zone
- Auto-pilot
- Asks **boring** questions such as:
 - How are you?
 - What time is it there?
 - What do you do for a job?
- Quick connections (rapport building) skills: **LOW**



Level Two: Conscious Incompetence / Self-awareness

- **Practising** new **skills** outside initial comfort zone
- Consciously trying to avoid auto-pilot questions by **asking engaging questions**
- **Active listening** (not interrupting)
- Pre-meet **preparation** to make it easier for people to engage and start conversations
- Quick connections (rapport building) skills: **DEVELOPING**



Level Three: Conscious Competence / Socialise with Intention

- **Increasing confidence** by practising skills
- Effort is still required to ask **engaging questions**
- **Active listening** (not interrupting)
- Comfortable with pauses
- Learn more about each other
- Better **quality** of conversation
- **↑ confidence : ↑ energy (mojo)**
- Quick connections (rapport building) skills: **COMPETENT**



Level Four: Unconscious Competence / Mastered

- **Competent** and **confident**
- Key social skills are automatic
- Expanded comfort zone
- High quality conversations
- Click / vibe / spark / create **chemistry**
- Positive social experiences
- Time is maximised
- **↑ confidence : ↑ energy (mojo)**
- Quick connections (rapport building) skills: **BRILLIANT**

