

MAP Pre-Training Exercise

You will soon complete the MAP assessment which will provide you with scores on competencies and styles that interact together to have a large impact on how you manage and lead. Below are three sample management competencies. In the columns to the right are 10 styles/values that influence how some competencies are mastered or applied. As a preview to what you will learn from the MAP assessment and potential training that may follow, review the competency definitions provided then place a + or a – in each cell to designate if you think the style or value will have a positive effect on use of the competency or a negative effect. If you believe there is no or little effect, leave the cell blank. Retain this worksheet until after you have completed the assessment and reviewed your results. Then reconsider your assessment here in light of your own profile and in light of the full complement of MAP managerial competencies.

Competency	Theory X – More Autocratic	Theory Y – More Participative	Empathetic – Non-Judgmental	Critical – Evaluative, critical	Searching – Evocative, questioning	Advising – Recommending, solving	Thinker – Systematic, wants precision	Intuitior – Big picture meaning from experience	Sensor – Action oriented, learns by doing	Feeler – Tuned in to emotions and reactions
<p>Time Management and Prioritizing. Ability to manage time, both your own and others'. Includes such skills as: negotiating priorities; exercising self-discipline; controlling interruptions by shaping the behavior of others whose priorities are not your own; being time-effective versus time-efficient.</p>										
<p>Setting Goals and Standards. Ability to manage activities and projects toward measurable goals and standards, setting these jointly with others so as to develop their understanding and commitment. Includes the following skills: distinguishing among wishes, activities, and quotas; reducing barriers to the goal-setting process; evaluating goals against the major criteria of effective goal setting; using goals to motivate.</p>										
<p>Planning and Scheduling Work. Ability to manage projects (one-time programs) and processes (ongoing work flow) by applying basic management techniques. Includes the following skills: analyzing complex tasks and breaking them into manageable units; selecting and managing resources appropriate to the tasks; using systems and techniques to plan and schedule the work; setting checkpoints and controls for monitoring progress.</p>										
<p>Listening and Organizing. Ability to understand, organize, and analyze what you are hearing so as to decide what to think and do in response to a message. Specifically, includes such skills as: identifying and testing inferences and assumptions; overcoming barriers to effective listening; summarizing and reorganizing a message for recall; withholding judgment that can bias your response to a message.</p>										

<p>Giving Clear Information. Ability to assess a situation, determine the objectives, and give clear, concise, well-organized, convincing messages that will best meet the objective. Includes the following skills: overcoming physical, psychological, and semantic barriers in integrations with others; staying on target and using persuasion effectively; maintaining a climate of mutual benefit and truth.</p>										
<p>Getting Unbiased Information. Ability to use questions, probes, and interviewing techniques to obtain unbiased information and to interpret it appropriately. Includes such skills as: using directive, non-directive, and reflecting questions effectively; employing the funnel technique of questioning; using probes to elicit additional information; recognizing latent and manifest meanings; confirming understanding and obtaining agreement.</p>										
<p>Training, Coaching, and Delegating. Ability to develop people. Includes the following skills: selecting the right people; reaching agreement on plans for action; keeping a balance between input and output; transferring responsibility to the employee; giving feedback effectively; providing appropriate rewards.</p>										
<p>Appraising People and Performance. Ability to carry out a constructive performance appraisal involving joint evaluation of past performance, agreement on future expectations, and development of a plan to see that these expectations are met. Also, the ability to give effective feedback on an ongoing basis.</p>										
<p>Disciplining and Counseling. Ability to provide counseling and discipline in a positive manner; to restore the employee's performance to within the accepted standards or norms without loss of face (respect, trust) on anyone's part; to get the employee to accept responsibility of correcting the deviation within an agreed-upon time frame; and to reinforce the employee for improved performance (or take the appropriate action if no improvement occurs).</p>										
<p>Identifying and Solving Problems. Ability to identify barriers that keep one from achieving personal goals and standards, and applying a systematic set of procedures to eliminate or reduce the causes (root problems). Includes such skills as: distinguishing between symptoms and problems; collecting and weighing evidence relating to causes; and implementing the most appropriate course(s) of action.</p>										
<p>Making Decisions, Weighing Risks. Ability to construct a decision matrix that helps to examine options and identify limits, desirables, and risks to be considered, and then to assign weights to each alternative and select the best option for meeting the desired goals and standards.</p>										
<p>Critical Thinking. Ability to apply logic and think clearly so as to effectively interpret situations and information before deciding what actions to take. Includes the following skills: identifying valid premises and drawing logical conclusions from them; separating fact from inference and assumption; using inductive and deductive logic; recognizing fallacies, false premises, and generalizations based on insufficient evidence.</p>										