

# System entrepreneurship | Skills inventory

**1 = low and 10 = high**

**A.** I have the power to convene. People trust me enough so that if I invite them to an event, they are likely to come.

1            2            3            4            5            6            7            8            9            10

**B.** I am good at matchmaking: I have a gift for bringing together organizations and individuals around creative projects.

1            2            3            4            5            6            7            8            9            10

**C.** I often get involved in convincing people of the worth of a new idea. I am good at persuasion.

1            2            3            4            5            6            7            8            9            10

**D.** I work well with powerful people. They trust me enough to allow me to question what they are doing and why they are doing it.

1            2            3            4            5            6            7            8            9            10

**E.** I like to make sense of complex situations that are hard to understand. I know how to integrate a range of views, ideas and sentiments into a compelling picture.

1            2            3            4            5            6            7            8            9            10

**F.** I can recognize an innovative idea when I see one.

1            2            3            4            5            6            7            8            9            10

**G.** I have a knack for mobilizing others to act together in a cause.

1            2            3            4            5            6            7            8            9            10

**H.** I know a lot of people and hear about ideas and initiatives often before others.

1            2            3            4            5            6            7            8            9            10

**I.** I like to bring together people who have never worked together before but whom I think will work together well.

1            2            3            4            5            6            7            8            9            10

**J.** I am a good deal maker and negotiator. I know how to link ideas and how to link people.

1            2            3            4            5            6            7            8            9            10

**K.** I have a knack for finding resources to support good ideas.

1            2            3            4            5            6            7            8            9            10

**L.** I am not afraid to rock the boat in order to get attention for unconventional ideas or processes.

1            2            3            4            5            6            7            8            9            10

**M.** I am good at designing processes to help people who may not know each other work together.

1            2            3            4            5            6            7            8            9            10

**N.** I can make the tough decisions to let go of a project or idea if it just isn't working.

1            2            3            4            5            6            7            8            9            10

**O.** I understand the political process and how to influence that process.

1            2            3            4            5            6            7            8            9            10

**P.** I am good at helping people to see the bigger picture and how their ideas and actions can influence that picture.

1            2            3            4            5            6            7            8            9            10

**Scoring:** Insert your score for each question and add up the rows to see your relative strengths and preferences for each phase of the adaptive cycle.

A	+E	+I	+M	=	<b>Conservation</b>
B	+F	+J	+N	=	<b>Release</b>
C	+G	+K	+O	=	<b>Exploration</b>
D	+H	+L	+P	=	<b>Exploitation</b>