



NetWeaving Skills Aptitude Assessment™

By Bob Littell, Chief NetWeaver



NetWeaving Scores

176-200 A "Natural NetWeaver"

You've been doing it your entire life - you just never had a word for it.

126-175 A "NetWeaver-in-the-Wings"

You've been doing a lot of NetWeaving without knowing it and with some additional study and practice, you will find it becoming more and more natural.

75-125 A "NetWeaver's Apprentice"

You definitely have what it takes to become a skilled NetWeaver but you will need to choose which elements are consistent with your makeup and if you are willing to push yourself to become much more interested in helping others with their needs, problems, and opportunities in mind rather than just your own.

<75 A "NetWeaving Skeptic"

You may actually question the whole concept of "NetWeaving" and whether persons actually genuinely choose to help someone else with no ulterior motives, or simply with the conviction that 'what goes around, does come back around'. Later in life, many of the most skeptical persons do change - as they begin to reflect upon what their life has meant. Because in life and in death, "The only things you get to keep forever. . .are those things you give to others".

NetWeaving Overview

There are three (3) basic skill sets associated with NetWeaving. Some persons will be outstanding at all three whereas others may only be fair or good at one or two of the three. Some persons, at this stage, may be fair or poor at all three (3). Since there are different competencies or drivers which are required to be most successful at each of the three skill sets, the aptitude scores for each will reflect a person's current competency at each element of NetWeaving.

There are some indicators which identify 'qualities' in people that apply to all three skill sets. These are ones which point to someone who has a predominant or even an over-riding desire to help others, sometimes even to their own detriment.

Also we try to emphasize that NetWeaving is NOT an attack on traditional networking which focuses more your own needs, problems, and opportunities. Each person has to determine for him or herself the most comfortable blend between the two which can best achieve the balance between business success and the true satisfaction which only comes from helping others.

The "heart" of NetWeaving involves learning how to spread the NetWeaving message to others and to recognize that beyond just learning the skill sets and becoming proficient at them, when someone become an advocate and ambassador of the concept, it not only enhances their image in other's eyes since NetWeaving is really all about the Golden Rule, but it also energizes the NetWeaver, making her or him better at everything else they do.

The purpose of this quiz to let you know how you currently stand as a NetWeaver. We suggest that after you take it and find out your score that you re-take it about every 6 months. We have found that most people will notice some substantial improvement in several of the areas in which they were previously somewhat weak.

You only need to fill out your Name, Email Address and Organization if you would like to send it to me for any observations I might be able to make. If so scan and email it to me at chiefnetweaver@gmail.com

Your Name (Optional) _____

Your Email Address (Optional) _____

Your Organization (Optional) _____

General Questions

On a scale of 1 to 10, with 1 indicating that "this statement has only a slight resemblance to the way I am", and 10 indicating that "this statement precisely fits me", where would you place yourself?

I consider myself to be a generous person who enjoys doing things for other without thought for how I might benefit.

1 2 3 4 5 6 7 8 9 10

I am a positive person and if someone is complaining about something, I tend to offer some positive way of looking at The same situation.

1 2 3 4 5 6 7 8 9 10

I am a good listener and I enjoy discovering things about others and engaging them in conversation that require me and them to think, rather than just engage in 'small talk'.

1 2 3 4 5 6 7 8 9 10

I understand the part of the day where I have the highest energy level, and I use that knowledge for the benefit of my own creativity as well as for the good of myself and others.

1 2 3 4 5 6 7 8 9 10

I have a high degree of empathy for others.

1 2 3 4 5 6 7 8 9 10

I am very good about following through with just about anything I start.

1 2 3 4 5 6 7 8 9 10

I believe my answers to these statements are

Very representative of me

5 points

Somewhat representative

3 points

Only slightly representative

1 point

Total Points _____

Skill Set 1 – Connector OF Others

Introducing and/or bringing People together with their Needs, Problems, and Opportunities in mind.

When I am having a conversation with someone, I enjoy starting off talking about the other person or quickly shifting the conversation to him or her as a way of learning more about that person.

1 2 3 4 5 6 7 8 9 10

I sincerely believe that the more you give, the more you will receive, and don't look for immediate paybacks when I introduce people to each other and it works out well for both of them.

1 2 3 4 5 6 7 8 9 10

I genuinely enjoy meeting and getting to know new people at a deeper level than just at a fairly superficial one.

1 2 3 4 5 6 7 8 9 10

One of the things I enjoy doing the most is introducing people I know to someone whom I believe might benefit from meeting and knowing him or her.

1 2 3 4 5 6 7 8 9 10

This is a skill set for which I think:

I'm pretty good at already

5 points

I have room for improvement

3 points

I have great room for improvement

1 point

Total Points _____

Skill Set 2 – Information/Resource Provider

Offering your own capabilities, or those of others in your Trusted Resource Network – no strings attached – as a way to build meaningful relationships.

I pride myself on being a creative thinker and look at problems and challenges as an opportunity to demonstrate that creativity. And if I don't consider myself to be that creative, I look to build relationships with those who excel at it.

1 2 3 4 5 6 7 8 9 10

I derive my greatest satisfaction from having someone refer or recommend me based upon some problem I've helped them solve or some opportunity of which I've helped them take advantage.

1 2 3 4 5 6 7 8 9 10

I enjoy learning many different subjects and becoming knowledgeable in a variety of different areas and then I love to share that information with others.

1 2 3 4 5 6 7 8 9 10

Others often come to me as the 'go-to' person even when it has nothing to do with my area of expertise, but simply because I have such a wide and deep network and have developed a reputation for having built one.

1 2 3 4 5 6 7 8 9 10

This is a skill set for which I think:

I'm pretty good at already

5 points

I have room for improvement

3 points

I have great room for improvement

1 point

Total Points _____

Skill Set 3 – Building a Trusted Resource Network

Establishing and Maintaining a wide and deep network made up of persons whom you have personally qualified to be exceptional at what they do or someone who comes highly recommended to you from someone whom you really trust.

I would be a good 'executive recruiter' because I am constantly searching to find people who are exceptional at whatever they do and then I find a way to stay in touch.

1 2 3 4 5 6 7 8 9 10

I have developed a very deep and wide network in a variety of fields and somehow I manage to maintain good relationships with almost the entire network.

1 2 3 4 5 6 7 8 9 10

When I hear a presenter give an exceptionally good talk and/or read a particularly good article, I often drop a note or letter of thanks and appreciation to the presenter or author and occasionally even contact him or her.

1 2 3 4 5 6 7 8 9 10

When I meet someone for the first time who really impresses me, I try to qualify the person either by seeing some of his or her work, or by checking some references or recommendations from people with whom the person has worked – someone whose opinion I really trust.

1 2 3 4 5 6 7 8 9 10

This is a skill set for which I think:

I'm pretty good at already I have room for improvement I have great room for improvement

5 points 3 points 1 point

Total Points _____

Section 1 Points _____

Section 2 Points _____

Section 3 Points _____

Section 4 Points _____

Total Points _____