

THE THIRTEEN BEHAVIORS
AN ASSESSMENT
 from
 Steven M. R. Covey
The Speed of Trust

CHART ONE - COMPLETE FOR YOUR PERSONAL BEHAVIORS

BEHAVIOR	CURRENT PERFORMANCE	OPPOSITE/COUNTERFEIT
Talk Straight	<u>1 2 3 4 5</u>	Lie, spin, tell half-truths, double-talk, flatter.
Demonstrate Respect	<u>1 2 3 4 5</u>	Don't care, or don't show you care; show disrespect or show respect only to those who can do something for you.
Create Transparency	<u>1 2 3 4 5</u>	Withhold information; keep secrets; create illusions; pretend.
Right Wrongs	<u>1 2 3 4 5</u>	Don't admit or repair mistakes; cover up mistakes.
Show Loyalty	<u>1 2 3 4 5</u>	Sell others out; take the credit yourself; sweet-talk people to their faces and bad-mouth them behind their backs.
Deliver Results	<u>1 2 3 4 5</u>	Fail to deliver; deliver on activities and not results.
Get Better	<u>1 2 3 4 5</u>	Deteriorate; don't invest in improvement; force every problem into you one solution.
Confront Reality	<u>1 2 3 4 5</u>	Bury you head in the sand; focus on busywork while skirting the real issues.

BEHAVIOR	CURRENT PERFORMANCE	OPPOSITE/COUNTERFEIT
Clarify Expectations	<u>1 2 3 4 5</u>	Assume expectations or don't disclose them; create vague and shifting expectations.
Practice Accountability	<u>1 2 3 4 5</u>	Don't take responsibility: "It's not my fault!"; don't hold others accountable.
Listen First	<u>1 2 3 4 5</u>	Don't listen; speak first, listen last; pretend to listen; listen without understanding.
Keep Commitments	<u>1 2 3 4 5</u>	Break commitments; violate promises; make vague and elusive commitments or don't make any commitments.
Extend Trust	<u>1 2 3 4 5</u>	Withhold trust; fake trust and then snoopervise; give responsibility without authority.