



Establish a Culture of Sales

Handout I I

Change Agent Evaluation Sheet

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Tick next to the statement that applies to the roles the change agent should play in this particular change process

A change agent:

- Advocates change; speak up against the status quo.
- Is highly future-oriented, always see the future as different from the past.
- Likes to take new paths to reach the uncharted territory.
- Is passionately convinced about what he or she does.
- Look at change as an opportunity.
- Is part of a very influential minority.
- Does not get discouraged easily.
- Has a broad perspective, makes lots of connections?
- Listens very well; is listened to.
- Has the courage to guess and to trust his or her intuition.
- Has influence beyond his or her place in the organisation; is not limited by.
- Position
- Has little respect for status in its own right.