



## LEVELS OF COMMITMENT

When we lead teams, we want the highest level of commitment from our team members. This graphic can help to gauge where someone is at.

HIGH



Committed: "You can count on me."



Buy In: "I'm looking forward to it."



Willing: "I'll give it a try."



Skeptical Trial: "We'll see how it goes."



Compliance: "Fine."

LOW



Practices:

1. Ask or tell less than 75% of the time
2. Validate others emotions
3. "I feel ..." statements