



Sphere of
Influence 360°

Explanation of the questions



**So, you are
about to
fill in the
Sphere of
Influence
questionnaire.**

**A QUESTIONNAIRE THAT
PROVIDES INSIGHTS IN
YOUR COMMUNICATION
BLUEPRINT.**



In this slider we
focus on **how** to fill
in the questions.



Because the
questions are
**completely
different**
then you are
used to.

The good news is that the questionnaire is **shorter** because of this.

To do that we ask you to choose between two capabilities that are **not opposites**.

NOT OPPOSITES?

YES, REALLY!
NOT OPPOSITES!



For example, we will ask you the extent to which the following skills **match your own:**

active listening ○ ○ ○ ○ ○ ○ ○ showing understanding

If you feel that active listening is something you relatively do a little **more often compared to showing understanding select the following radio button.**

active listening ☐ ☐ ☒ ☐ ☐ ☐ showing understanding

If you feel that active listening is something you relatively do **much more then showing understanding select the following radio button.**

active listening ☒ ☐ ☐ ☐ ☐ ☐ ☐ showing understanding

**If you think, hmm, active listening
and showing understanding **equally**
match my own, select the button in
the middle**

active listening ☐ ☐ ☐ ☒ ☐ ☐ ☐ showing understanding

**When you click the button in the middle
a new question automatically appears.
This question helps to indicate how
much **both capabilities** apply to you.**

active listening ○ ○ ○ ● ○ ○ ○ showing understanding

To what extent do active listening and showing understanding match your own characteristics?

- 1
- 2
- 3
- 4
- 5
- 6
- 7



**We added this question,
because the capabilities
are **not opposites!****

Back to the additional question. Is active listening and showing understanding something you both do a **little bit?
If so, click on **2** or **3**.**

active listening ☐ ☐ ☐ ☒ ☐ ☐ ☐ showing understanding

To what extent do active listening and showing understanding match your own characteristics?

-
1
2
3
4
5
6
7

But if active listening and showing understanding is something you do **very often you assign the score **6** or **7**.**

active listening ○ ○ ○ ● ○ ○ ○ showing understanding

To what extent do active listening and showing understanding match your own characteristics?

-

1

2

3

4

5

6

7

**We hope
everything
is clear.**

**GOOD LUCK WITH
FILLING IN THE
QUESTIONNAIRE!**

