

Being a Team Player—My Team

Your Name: _____ Date: _____

What is your purpose within your team?

What is your team's purpose within the dealership? How does your team impact the other teams and departments?

In the spaces provided below, list the people on your team, their roles and the personality style of each one (your best guess)

NAME	THEIR ROLE/POSITION	THEIR PERSONALITY STYLE

Meeting Your Team Halfway

What does my team really rely on me for? How do I contribute?

In what ways do I lean on my teammates for support?

Are these in our out of balance? Would your teammates agree?

1

2

3

Reviewing your answers to the last question: if the give and take between you and your team is out of balance, what is something you could do differently that would correct the imbalance?

What overall effect do you think this would have on both you and your team?