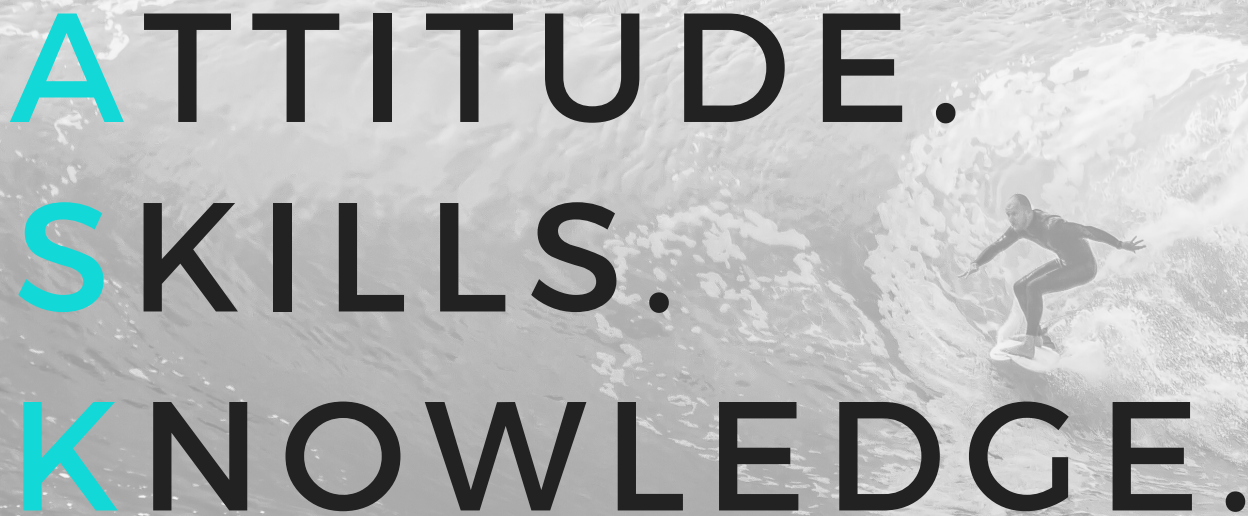


THE A.S.K. PRINCIPLE



ATTITUDE.
SKILLS.
KNOWLEDGE.

Create more effective performance reviews by following these 3 steps:

- 1** Ask employees to describe the **A**ttitude, **S**kills and **K**nowledge needed for anyone to feel satisfied and be successful in their specific role.
- 2** Where are they right now in each of the **A.S.K.** areas?
- 3** What do they need in each of those areas to make their role even more satisfying?