

B2B TEAM READINESS · 10 MINUTES

The Unscripted Team Readiness *Diagnostic.*

A ten-minute assessment that shows where your team is struggling in live communication, trust, pressure, and adaptability — and maps the result to the right Unscripted Labs session.

I · WHAT THIS MEASURES

Seven domains. One signal.

The diagnostic surfaces where a team is losing live performance — the moments business actually pays for. Each domain detects a recognizable pattern of friction.

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|-----------|-----------------------------|---|
| 01 | SPEAKING UP | <i>People hold back, overthink, or avoid hard conversations.</i> |
| 02 | REAL-TIME THINKING | <i>People freeze, ramble, or defer under pressure.</i> |
| 03 | MEETING DYNAMICS | <i>Meetings are passive, dominated by a few voices, or unclear.</i> |
| 04 | TRUST UNDER PRESSURE | <i>People avoid conflict, blame, or hide uncertainty.</i> |
| 05 | ADAPTABILITY | <i>Teams struggle when plans change.</i> |
| 06 | LEADERSHIP PRESENCE | <i>Managers lack clarity, authority, or emotional steadiness.</i> |
| 07 | ESCALATION CULTURE | <i>Risks and issues surface too late.</i> |
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WHY IT MATTERS

Aligned with LinkedIn's 2025 Workplace Learning Report and the Edelman/LinkedIn 2025 B2B thought-leadership findings: expertise-led tools that surface real performance friction build trust with decision-makers faster than generic content.

II • THE ASSESSMENT

Rate your team. Honestly.

Score each statement on a 1–5 scale: 1 = strongly disagree, 5 = strongly agree. There are no right answers — only signals.

		STRONGLY DISAGREE			STRONGLY AGREE	
		1	2	3	4	5
01	SPEAKING UP People on this team speak up early when something feels off.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
02	MEETING DYNAMICS Meetings surface the real issue, not just the polite issue.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
03	TRUST UNDER PRESSURE Team members can disagree without damaging trust.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
04	REAL-TIME THINKING People respond clearly when put on the spot.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
05	LEADERSHIP PRESENCE Managers create space for quieter voices.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
06	TRUST UNDER PRESSURE We recover well when conversations become tense.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
07	ADAPTABILITY We adapt quickly when priorities change.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
08	REAL-TIME THINKING People ask better questions before jumping to solutions.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
09	ESCALATION CULTURE Important risks are escalated early.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10	LEADERSHIP PRESENCE Our team has practiced difficult conversations before they matter.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

TOTAL (Sum your ten answers, then multiply by 2 for the 0–100 score.) **× 2 =**

III · SCORE & RECOMMENDED OFFER

Find the right rehearsal.

Locate your team's total score in the band table below. Each band recommends the Unscripted Labs session designed to move that specific kind of friction.

80 – 100**STRONG BUT CAN SHARPEN**

Your team performs well live. The work is sharpening, not rebuilding.

RECOMMENDED***The Advanced S.T.A.G.E.™ Lab*****60 – 79****FUNCTIONAL BUT INCONSISTENT**

It works most of the time. Under pressure, the cracks show.

RECOMMENDED***The 90-Minute Communication Lab*****40 – 59****FRICTION IS AFFECTING PERFORMANCE**

Hesitation and avoidance are quietly slowing decisions.

RECOMMENDED***Half-Day Team Trust + Communication Lab*****Under 40****HIGH RISK OF SILENCE, AVOIDANCE, OR MISALIGNMENT**

Important conversations are not happening on time. Trust is fragile.

RECOMMENDED***Custom S.T.A.G.E.™ Series***

IV · WHAT HAPPENS NEXT

Book a 20-minute fit call. *Find the moment worth rehearsing.*

Share your team's score on the call. We'll walk through your profile, identify the highest-leverage rehearsal, and scope the right Unscripted Labs session — in-house, conference, or executive cohort.

CONTACT

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