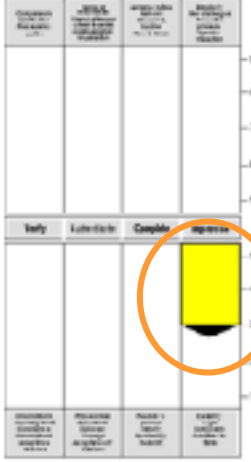


	Traits	What you need to motivate yourself?	What demotivates you	Natural strengths	Vulnerabilities
	<p>Grounded – and emotionally even-keeled</p> <p>Obligation-driven vs passion/excitement-driven</p> <p>Logic over emotion</p> <p>Best with solitude</p> <p>Plays things down, not up</p> <p>Take things seriously (diligence)</p> <p>Resistance to new things</p> <p>Wont commit until certain</p> <p>Decisions are significant and more permanent</p>	<p>Certainty</p> <p>Obligations, commitments, responsibilities</p> <p>Fear/Risks/Pressure (to avoid or remove them)</p> <p>Ultimatums</p> <p>Diligence & quiet, calm (diligent) environments</p> <p>To know things/results will be sustainable or permanent</p> <p>Realistic timeframes</p>	<p>Constant improvising</p> <p>Flavours of the month</p> <p>Hype (being sold to)</p> <p>Knee-jerk reactions vs considered responses</p> <p>Group settings – especially people talking over the top of each other</p>	<p>Risk identification & mitigation</p> <p>To remove pressure, emotion and get things more stable & safe</p> <p>Delivering on commitments (regardless of your own enthusiasm)</p> <p>Producing quality, sustainability & substance (vs hype) or requiring “spin”</p> <p>Considered, more enduring decisions</p> <p>Serious fun!</p>	<p>Self-promotion - results don't always speak for themselves</p> <p>Inertia – to avoid perceived risks</p> <p>Your seriousness can flatten and disengage others</p> <p>Fun is separated from diligence</p> <p>Task-focused vs relationship-focused</p> <p>Telling vs selling</p> <p>Punish versus incentivize (stick vs carrot)</p>
How other (really) perceive you at times	Self doubt – the voices in your head	Causes of stress	Key strategies (to leverage strengths, mitigate vulnerabilities and operate at your best)?	Your ' genius ' – white belt level & black belt level? BE IN AWE!!	Stories...
<p>Diligent</p> <p>Substance, dependable</p> <p>Negative (fun police)</p> <p>Non-interactive → non-collaborative or annoyed or disengaged</p> <p>Lack of urgency</p> <p>Slow to commit when uncertain</p> <p>Say what they don't want versus what they DO want</p>	Fears – failure, embarrassment,	<p>Being pressured to act ahead of your own pace (eg being sold)</p> <p>Last minute (rushed) requests</p> <p>Big decisions & situations (risks & fears)</p> <p>Acting off-the-cuff (winging it)</p> <p>Selling, especially selling yourself</p>	<p>“Alcohol”! – to reduce pressure</p> <p>Informal vs formal convo (chat versus meeting)</p> <p>The risk of not acting > the risk of taking action</p>	<p>WB: you see the risks and things that cause pressure – and seek to remove them</p> <p>BB: You deliver – as promised or required, even when flat – you don't let your own emotions get in the way (very obligation-driven)</p>	

What shows up when you do?

Diligence, dependability, safety & security,