

	Traits	What you need to motivate yourself?	What demotivates you	Natural strengths	Vulnerabilities
	<p>Implicit Theoretical (Idealism) Submerged (Feelings) Perceptions; diplomacy Words are directional Leverage Connect with/get really emotional</p> <p>Its all about the feelings and perceptions</p>	<p>Deeper connection with feelings &amp; ideals; not the picture, but the feelings attached to it Its best when you feel people “get you” Customer perceptions (NPS or eNPS scores versus engagement scores) Leverage – not multi-tasking, but multi-achieving</p>	<p>Not being given the benefit of the doubt Being told what we think, feel or care about, without enquiring People not caring about the deeper meaning or intention <b>Pretence</b> Doing for the sake of doing Having to make intentions obvious destroys the special feeling about them</p>	<p>Pursuing the ideal Reading the vibe (non-verbals Delegation (it often doesn’t even occur to do it personally) Identifying incongruencies between perceptions and truth – you get them to be the same (“<i>don’t communicate so that you’re understood; communicate so that you cannot possibly be misunderstood</i>”) Sensitive tabling the elephant in the room</p>	<p>Implying things Think things are obvious! <b>BURDEN</b> “ish” and gist people Verbal contracts Read too much into things Fluffy talk: say what you mean! “<i>What I’m really saying is...</i>” “<i>take him out of the picture</i>”; “<i>he had a little accident</i>”; “<i>he’s been a nuisance</i>”!</p>
How other (really) perceive you at times	<b>Self doubt</b> – the voices in your head	Causes of <b>stress</b>	Key <b>strategies</b> (to leverage strengths, mitigate vulnerabilities and operate at your best)?	Your ‘ <b>genius</b> ’ – white belt level & black belt level?	<b>Stories...</b>
<p>Always having an underlying agenda Lack of authenticity – just saying it because... Hyperbole Lack integrity</p>	<p>Worried about what everyone else thinks about you. Instead, what do you think about you?</p> <p><b>Constant BURDEN</b> = not being understood.</p>	<p>Not being understood Struggling to express yourself in a way that conveys your truest feelings and care-abouts Gap between intention and perception Doing for the sake of doing Not being able to achieve the ideal outcome (that can seem so obvious and realistic to you)</p>	<p>“<b>Really...</b>” (“<i>how was your day...really</i>”)? What do you <u>really</u> think? What are you really “seeing”, perceiving, pondering? The waterline isn’t so low – there’s so much more to this...risks (AI) or possibilities (UI) Deep &amp; meaningful conversations</p>	<p><b>WB: Reading the vibe</b>  <b>BB: Creating the safe space</b> for deeper truth/vulnerable discussions  See the depth (of potential or fear) in others</p>	

**What shows up when you do?**

Connection & safe space → Deep & meaningful conversations  
Care factor; relationship factor

Insecurity