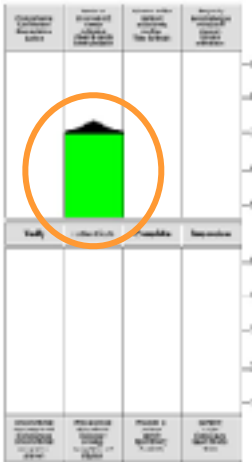


	Traits	What you need to motivate yourself?	What demotivates you	Natural strengths	Vulnerabilities
	<p>Explicit – black & white</p> <p>Literal – loyal to the spoken word</p> <p>Practical</p> <p>Visible (Action; doing; transparent)</p> <p>Comfort over style</p> <p>Need to picture it to relate to it</p> <p>Wont act until it's REALLY needed</p> <p>Hands on – need to help/ be involved: DIY</p> <p>To physically touch things</p>	<p>A clear picture that will be useful</p> <p>A personal call to action, especially “help”!</p> <p>Make a promise</p> <p>To realise that something is essential (really needed)</p> <p>To make a personal, meaningful difference</p> <p>To know how things work</p> <p>To be useful & productive</p> <p>To build things</p>	<p>Lies</p> <p>Talk but no action</p> <p>Lack of involvement</p> <p>Wastage</p> <p>Lack of transparency</p> <p>People thinking feeling and saying things but not telling you directly</p> <p>Ambiguity re what success looks like</p>	<p>Straight talker</p> <p>Doer/involved</p> <p>Convert a decision into action in minimal time</p> <p>Lead by example</p> <p>Conceive metaphors to help bring clarity</p> <p>Judgement and action is based on the raw, universal truth, not clouded or distracted by emotion</p> <p>Physical endurance</p>	<p>Blunt</p> <p>Provide help when people were really just wanting you to listen</p> <p>Don't read into things (eg silence, body language)</p> <p>Take things literally (personally) when people when people were joking</p> <p>Stay involved for too long (“I really want to make it work/fix it”)</p> <p>Verbal contracts</p> <p>Tasks vs relationships</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>Direct</p> <p>Lazy – lack initiative</p> <p>Political animal</p> <p>Lack feelings</p> <p>Take things really personally</p> <p>Practical – comfort over style</p> <p>Don't let facts get in the way of a good story</p> <p>Gullible and/or naive</p>	<p>Identity issues – how you really see yourself and your “inner voice” will define your behaviour and external appearance that you present to the world</p>	<p>Bottling things up/ festering on things</p> <p>Ambiguity</p> <p>Incongruency</p> <p>Politics</p> <p>Wastage</p> <p>Never “working too hard” as solid physical work is actually really fulfilling</p>	<p>Get physical</p> <p>Make a promise</p> <p>Get a clear picture</p> <p>Get amongst nature (its more real)</p> <p>Do something – take action!</p>	<p>WB: Coming up with the metaphors that bring absolute clarity and meaning;</p> <p>BB: Sensing/knowing what to do to “make it work” (to make the picture become reality), including a clean, solid journey to get there.</p>	

What shows up when you do?

Candour, Integrity (DWYSYWD), Transparency, Action