

DISCOVERING LEADERSHIP

SESSION 2 – COMMUNICATIONS AND INSIGHTS

BEING AN EFFECTIVE LEADER BEGINS WITH YOU



Being self-aware



Being aware of the
impact you have
on others



Knowing what
really matters to
you



Behaving in
alignment with
your core purpose
and values



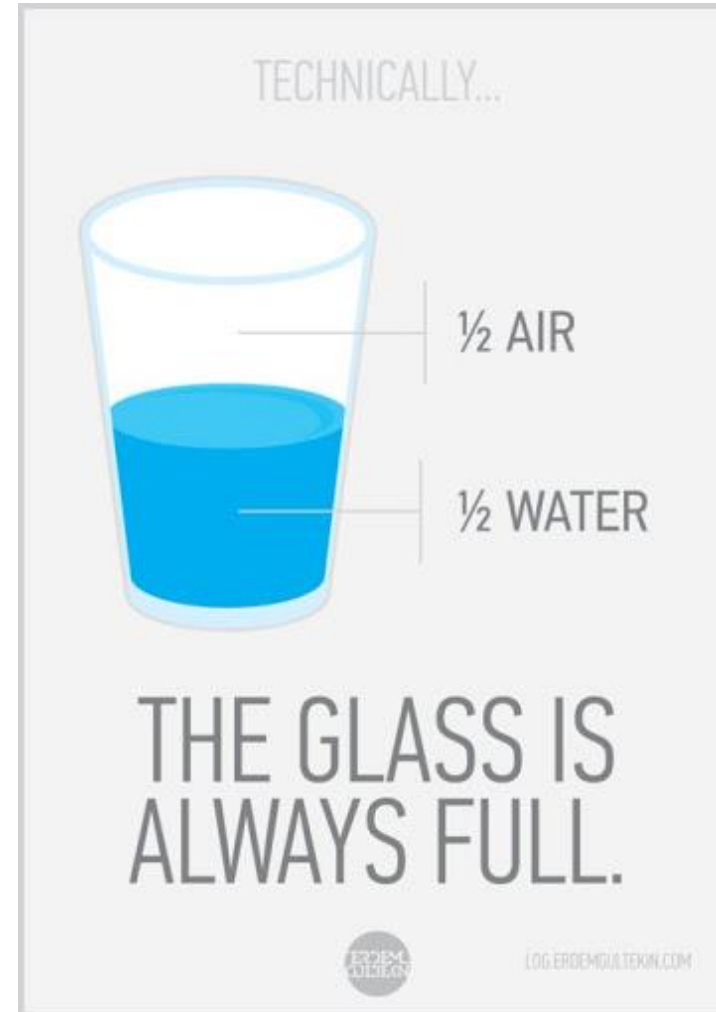
Expressing
yourself
authentically

THIS PROGRAMME IS ABOUT CONNECTIONS

Who do you need to connect with more?

PERCEPTION

You will see the world differently from the way other people see it.



PERCEPTION



cheerful reflective concise challenging caring assertive
enthusiastic determined firm factual well-argued reliable
accommodating objective active steady fun sensitive
accurate tactful driving constant structured harmonious
strong-willed purposeful convincing cautious calculating amenable
persuasive patient influencing diplomatic logical sociable
outgoing courageous co-operative forceful conventional optimistic
mobile friendly stable consistent decisive correct
loyal calm daring analytical engaging exact
impulsive realistic

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Finger
constantly on
the pulse.



Responsible,
methodical and
works well with
facts and
figures.



Makes friends
quickly and
easily.



Sensitive to the
needs of the
group.



Sets precise
goal oriented
objectives.



Makes time for
people and their
problems.

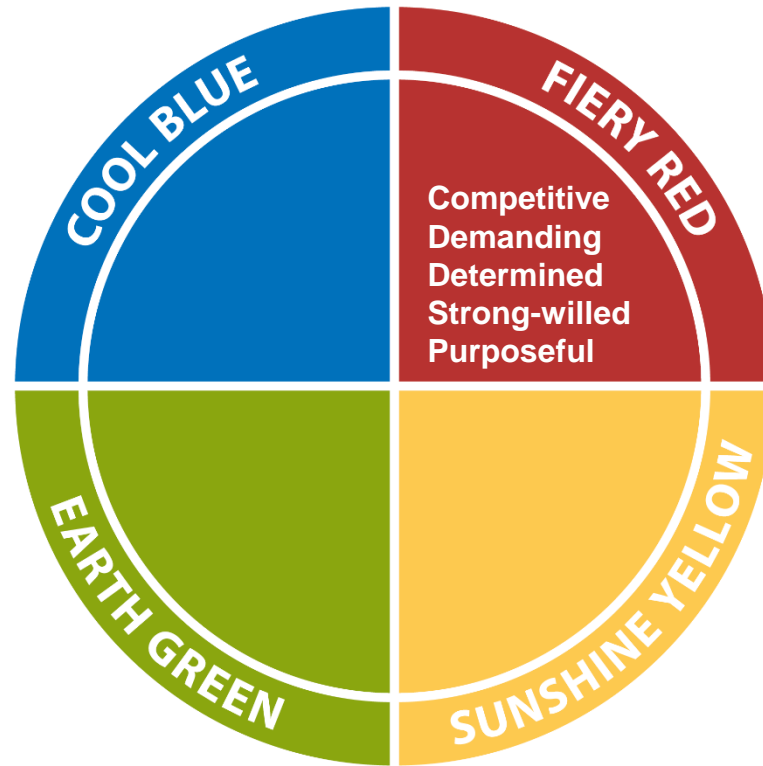


Direct and quick
thinking.



Boundless
energy, capable
of adopting a
number of roles
simultaneously.

YOUR COLOUR ENERGY MIX



Individuals with
a preference for
Fiery Red
energy ...

Are active and
move in a
positive and firm
direction

Have a strong
determination
that influences
those they
interact with

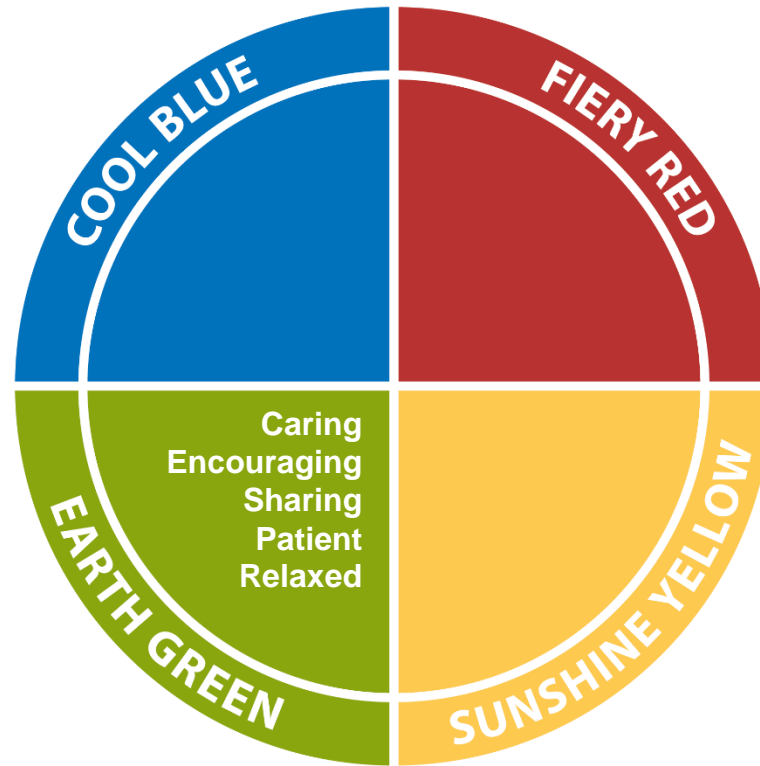
Are single-
minded and
determined in
their focus on
results

Approach others
in a direct and
straightforward
manner

Seek an outcome
that is specific
and tangible

DiABETES UK
KNOW DIABETES. FIGHT DIABETES.

YOUR COLOUR ENERGY MIX



Individuals with
a preference
for Earth
Green energy

...

View the world
through what they
value and what is
important to them

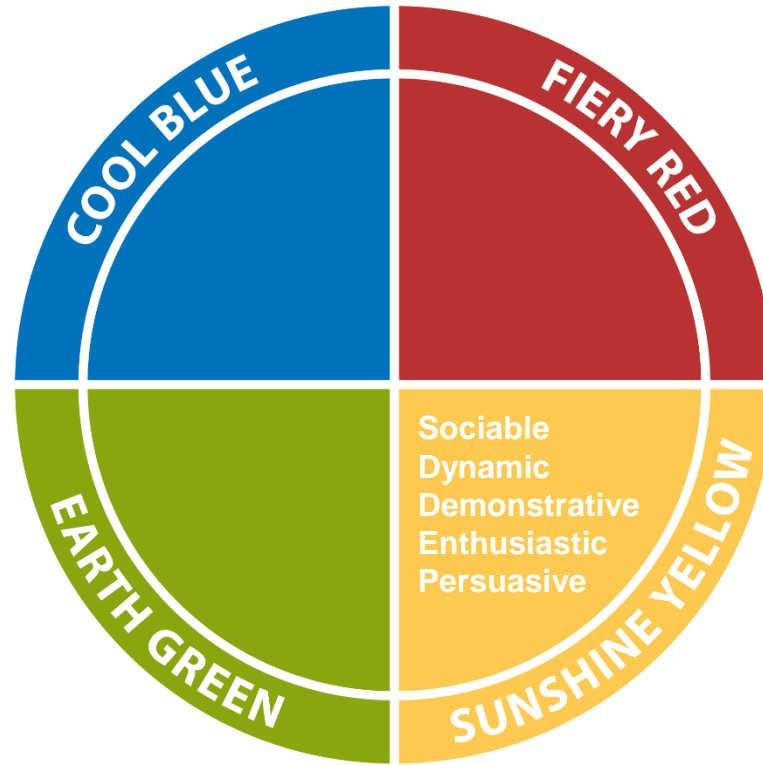
Seek harmony
and depth in
relationships

Defend what they
value with quiet
determination and
persistence

Prefer
democratic
approaches that
respect the
individual

Ensure all individual
perspectives are
heard and
considered in
making choices or
decisions

YOUR COLOUR ENERGY MIX



Individuals with
a preference
for Sunshine
Yellow energy

...

Radiate
enthusiasm
and encourage
participation

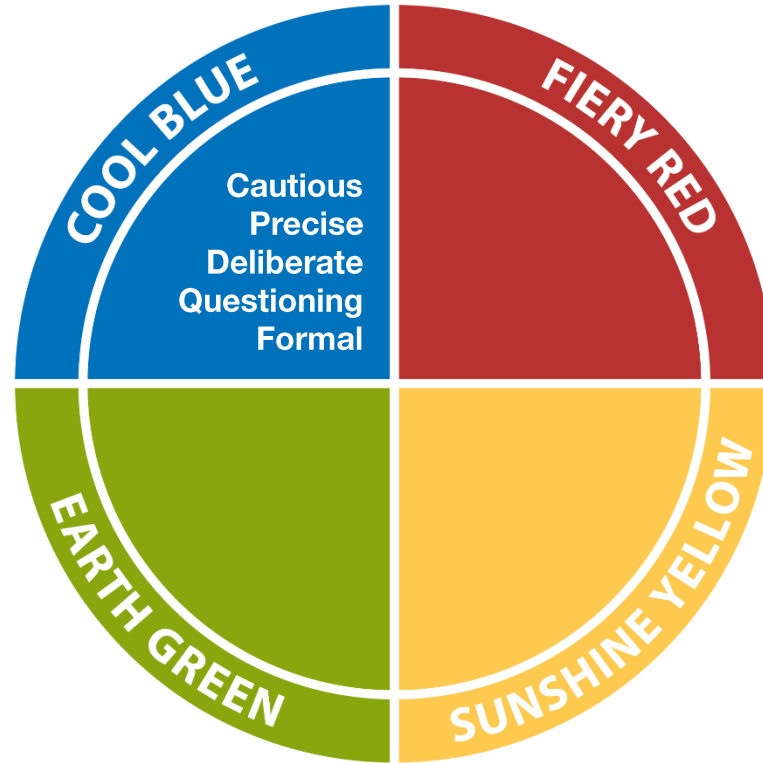
Enjoy and seek
the company
of others

Approach
others in a
persuasive,
engaging and
inviting manner

Have a desire
to be involved

Like to be noticed
and appreciated for
their contributions

YOUR COLOUR ENERGY MIX



Individuals with
a preference
for Cool Blue
energy ...

Desire to know
and understand
the world around
them

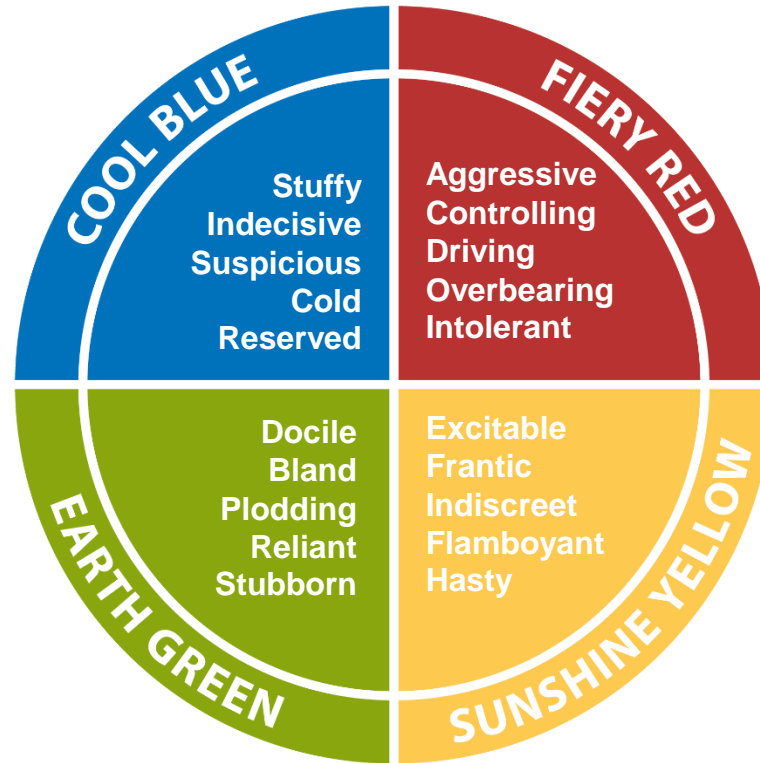
Maintain a
detached and
objective
standpoint

Value
independence
and intellect

Think things
through before
committing to
action

Like information to
be accurate and
complete before
proceeding

COLOUR ENERGIES ON A BAD DAY







Leaders with a preference for Fiery Red energy ...

Bring pragmatism to their decision making

Are direct and to the point

Quickly establish the pros and cons of a particular course of action

Are quick to initiate action

Demonstrate a sense of urgency

Clearly state what has to be done, by whom and by when.

Leaders with a preference for Earth Green energy ...

Aim to create the ideal environment

Are helpful and supportive

Are careful not to overuse their authority

Appeal to others' values

Rely on personal and subjective criteria, e.g. values, opinions and beliefs

Respect others' choices

Leaders with a preference for Sunshine Yellow energy ...

Endeavour to get people involved

Imagine “what could be”

Are enthusiastic, engaging, encouraging and appreciative

Act as a catalyst for future growth

Enjoy stimulating group discussion

Shift their thinking from present day reality to future possibilities

Leaders with a preference for Cool Blue energy ...

Process information methodically and literally.

Use sound rationale and logical reasoning for making assessments and decisions

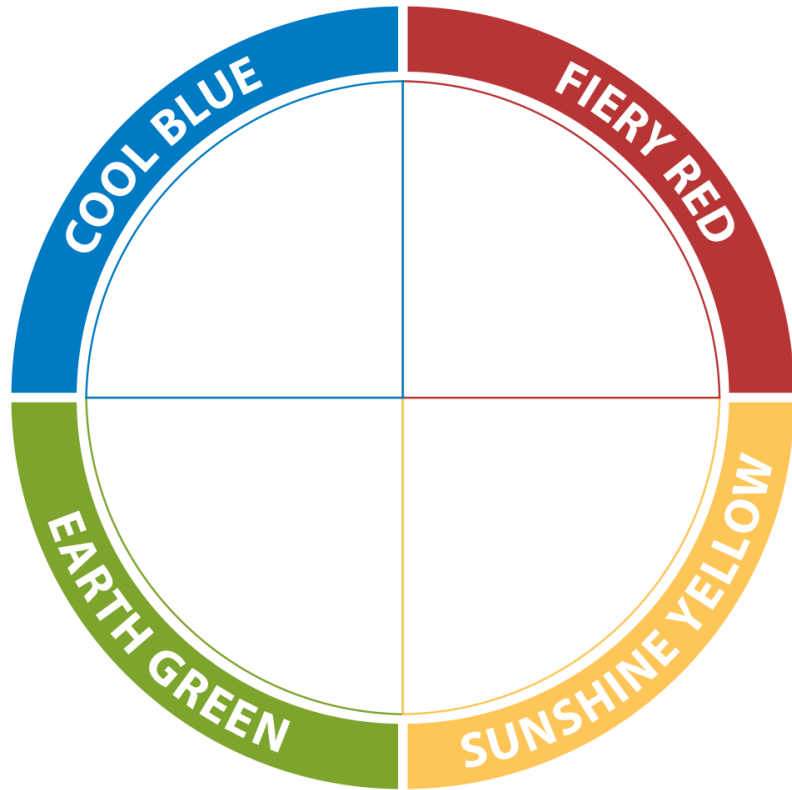
Are thoughtful and take a considered approach

Look primarily to input that is factual and precise

Give others time to think through issues before coming to a conclusion

Are precise in stating what has to be done and why

YOUR COLOUR ENERGY MIX



We each have all four colour energies within us; it is the combination of the four energies that creates the unique YOU.

RECOGNISING TYPES

Every time you meet someone you have the opportunity to practise your skill of recognising and adapting to their colour energies.



ADAPTING AND CONNECTING

Cool Blue

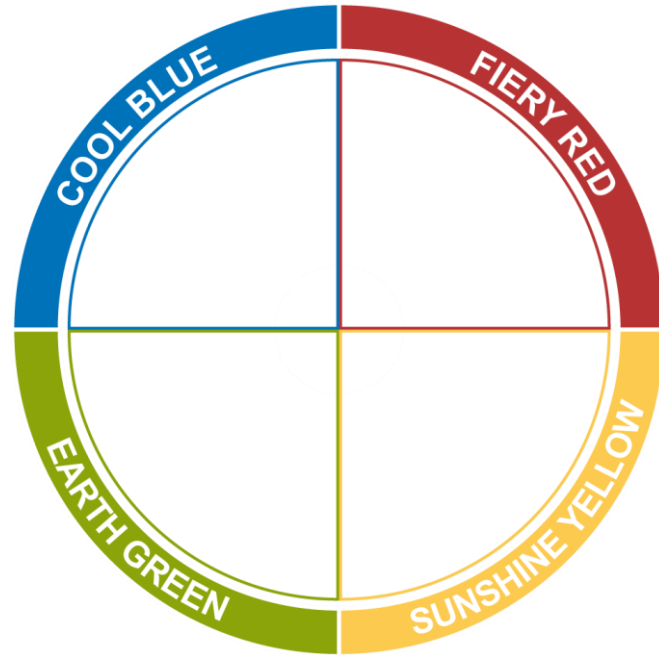
Be well prepared
and thorough

Do not be flippant
on important issues

Do not push for
quick decisions

Be patient and
supportive

Earth Green



Fiery Red

Be direct and
to the point

Do not hesitate
or waffle

Do not impose
a routine

Be friendly
and sociable

Sunshine Yellow