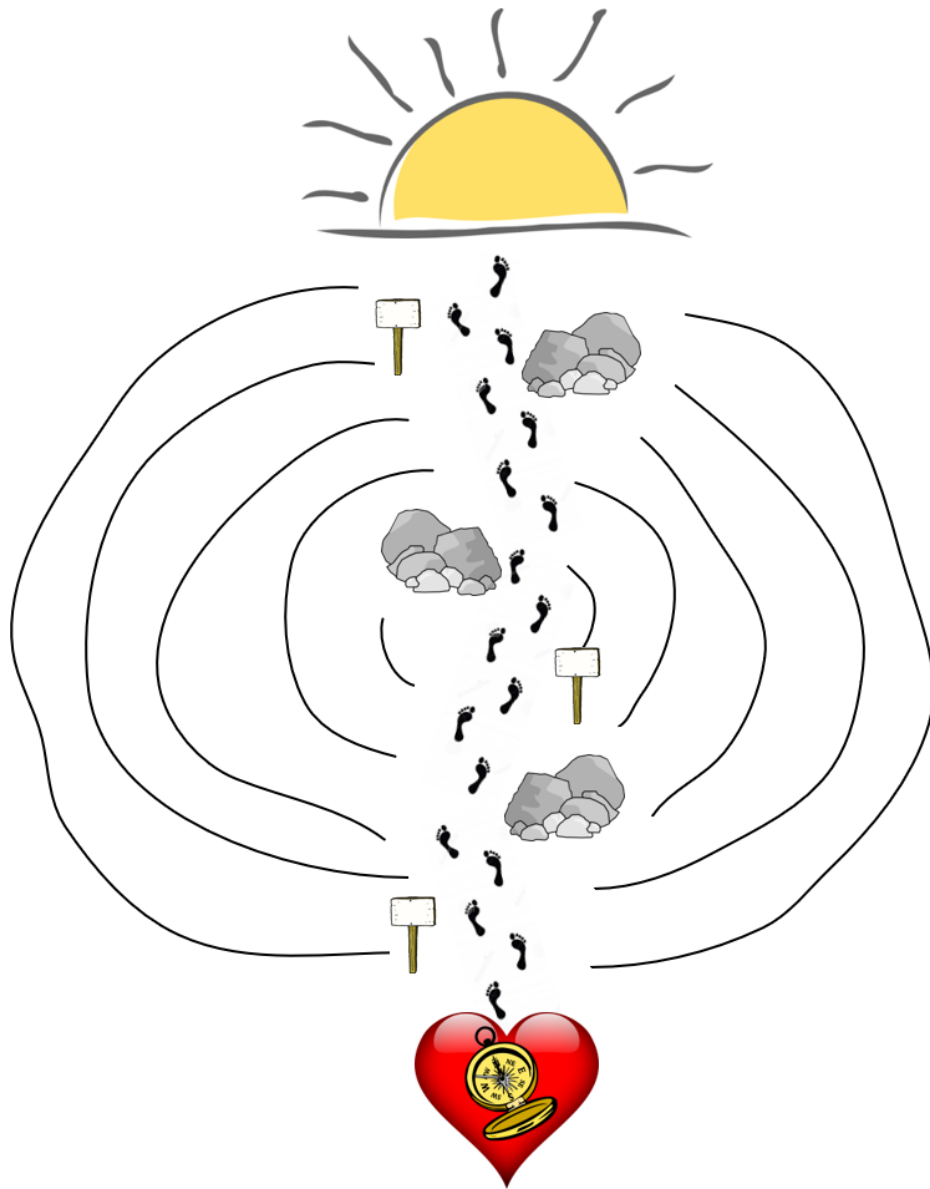


Career Success



Success is not final; failure is not fatal. It is the courage to continue that counts.
~ Winston Churchill

Bruce Williams

0414 345 348
brucewilliams.com.au
bruce@brucewilliams.com.au

Career Success

You've Got Personality!



What _____ do we tune in to?

How do we make _____?

Where is our _____?

How do we take _____?

I _____

Facts

5 Senses

Present

Practical

What is

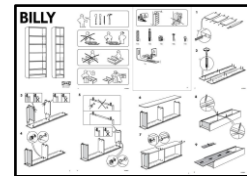
Ideas

Imagination

Future

Theories

What could be



D _____

Data and analysis

Step back

Outcomes

Task first

People and context

Step into

Cooperation

Relationships first



Career Success

E

Action

Outward

Interaction

Do-Think-Do

Let's talk about it

Phone

Reflection

Inward

Concentration

Think-Do-Think

Let's think about it

Email



A

Systematic

Start Now

Closure

Methodical

Plan

Motivated by task

Flexible

Start later

Options

Spontaneous

Wait

Motivated by deadline

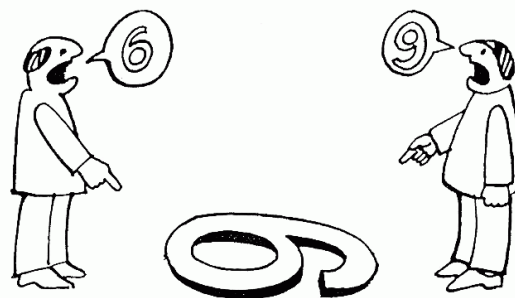


How will you unpack the gift?

Career Success

Conflict is inevitable but combat is optional
~ Max Lucado

**On a scale of 1 to 10,
how do you feel about conflict?**



One = 'Run! We're all going to die!'

Ten = 'Yes! Bring it on!'

1 2 3 4 5 6 7 8 9 10



Conflict is often seen as a negative. Yet it is conflict – a difference of opinions or ideas – that can lead to innovation and improvement. As we learn to embrace conflict as an opportunity for growth, we gain clarity and better understanding of each other or our situation. We come up with new ways to improve and boost performance.

Conflict as a D _____

Conflict as a G _____

Conflict as T _____



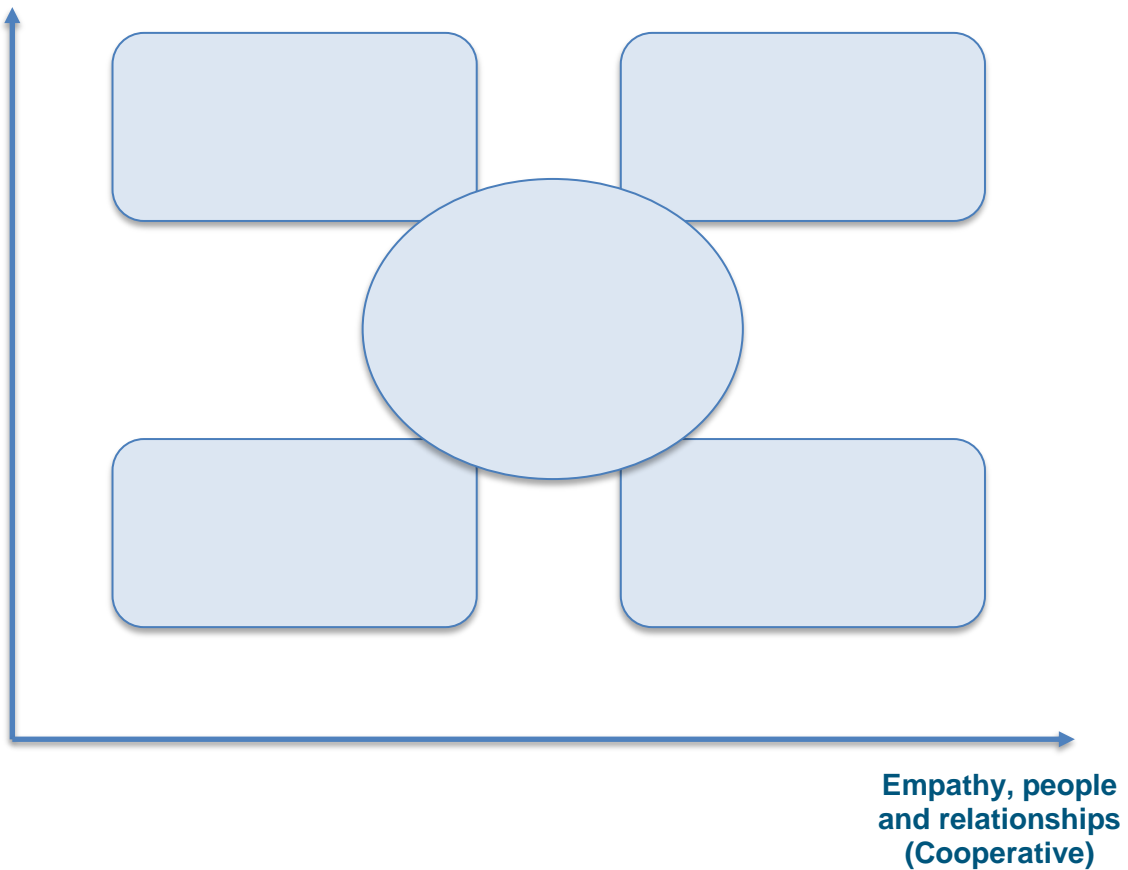
Reframe the Game

Career Success

*Courage is what it takes to stand up and speak. Courage is also what it takes to sit down and listen.
~ Winston Churchill*

Conflict Styles

Logic, tasks
and outcomes
(Assertive)



There are 4 Ms in Communication

M _____

M _____

M _____

*The conversation is not **about** the relationship; the conversation **IS** the relationship.*

Career Success

Setting Goals and Priorities

