

-3 Traits	-2 Traits	-1 Traits	CHARACTER	+1 Traits	+2 Traits	+3 Traits
Positive Thinking	Obeys the Rules	Lively Attitude	<b>1. Leadership</b> <i>A leader is the first to step out and be a social influence.</i> - Define leadership? - Leadership is optimistic when it...? - Which best describes leadership?	Serves Others	Encourages Others	Sponsors Vision
Upbeat Assertiveness	Market Trends & Forecasts	Entertainment and Energy	<b>2. Influence</b> <i>Influence is a power that affects actions, behavior, and opinions.</i> - What influences decisions most? - Which influences careers the most? - Which is the best source of influence?	Others' sensitivity	Inspiration	Knowledge
Authority Motivated	Position Motivated	Adoration Motivated	<b>3. Motivation</b> <i>Motive is a reason or incentive to act or accomplish something.</i> - Choose a motivation? - What motivates the best? - Motive is best when fueled by?	Self-Motivation	Group Motivation	Insight Motivation
CEO/founders	Procedure	Character	<b>4. Promotion</b> <i>To promote is to advance or encourage a quality.</i> - What should be promoted? - Choose the best thing to promote? - We should always promote...	Value	Employees	Vision
Persona	Superiors	Charm	<b>5. Trust</b> <i>Trust is an active faith in a principle of value.</i> - Trust only one thing... - What should people trust most? - We function better when we trust...	Self	Team	Truth
Sense of Influence	Sense of Fear	Sense of Attractiveness	<b>6. Emotional Sense</b> <i>Emotion is your awareness of self and others.</i> - What are we aware of most? - Emotional awareness is? - Emotionally aware means having a...	Sense of Satisfaction	Sense of Connection	Sense of Cooperation
Joke when questioned	Evade when questioned	Answer with a question	<b>7. Questioning</b> <i>To question is to interrogate or examine ideas.</i> - Pick the best approach to questioning? - How do we deal with questions? - What do we do when questioned?	Question self	Question others	Question meaning
Follow the rules	Follow authority	Follow blindly	<b>8. Agency</b> <i>Agency is freedom to choose with informed consent.</i> - What do we choose to follow most? - How is freedom best expressed? - What do cultures follow most?	Follow the heart	Follow the spirit	Follow principle
Simple conclusions	Power	Facts and data	<b>9. Intelligence</b> <i>Intelligence is light (understanding) and knowledge (mechanics)</i> - Which describes human intelligence? - Our minds see what the most? - People are intelligent because they see...	Basic value	Out-of-the-box ideas	How things relate
To get control	To make a profit	To get esteem	<b>10. Objectives</b> <i>The objective is the purpose, goal or target.</i> - Which best defines an objective? - The objective of most organizations is... - The objective of all employees is...	To add value	To support value creation	To conserve value
Expert	President	Popular vote	<b>11. Decisions</b> <i>A decision is a final judgment or ruling.</i> - How are decisions made in companies? - How do groups make decisions? - The only way to make the best decisions is by...	Personal choice	Open discussion	Common consent
Intimidate for agreement	Ignore objections	Play down objections	<b>12. Discussion</b> <i>A discussion is a conversation or consideration in writing or speech.</i> - Choose how companies engage discussion. - The effective way to deal with objections is to... - The way leaders handle questions is to...	Listen to objections	Encourage objections	Know how to object