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Executive Coach and Leadership Specialist

“Provoking Your Leadership Self”

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Standing out is important!
Your Leadership self? Your Personal Brand.....
Who are your heroes?

Your Leadership self? Your Personal Brand.....
How are you wired? How should you treat people?

Task Focussed

Introvert

Extrovert

People Focused

Map yourself!

Your Leadership self? Your Personal Brand.....
**D**
- Direct
- Decisive
- Strong willed
- Pioneers
- Like challenges
- Aggressive at the extreme end
- Like immediate results
- Fast paced
- Confident
- High expectations of themselves
- Strive for personal power
- Seek control
- Like interdependence
- Want action

**I**
- Influencers
- Great communicators
- Good networkers
- Tactile
- Focus on the person
- Friendly and talkative
- Team/relationship focussed
- Democratic and collaborative
- Impulsive disorganised
- May lack follow through
- Seek recognition and popularity
- Like freedom of expression
- Enjoy status symbols

**S**
- Solid and dependable
- Will never rock the boat
- Find Performance Mgt difficult
- High “team health” awareness
- People orientated
- Loyal
- THE reliable colleague
- Like the status quo
- Seek personal accomplishments
- Seek appreciation/group acceptance

**C**
- Precise and analytical
- Sensitive
- Focus on facts and detail
- Challenge all aspects of plan
- Tactful and diplomatic
- May over analyse/be over critical
- May isolate themselves
- Look for opportunities to gain knowledge/demonstrate skills
- Seeks stability/correctness

FEAR
- Failure

FEAR
- Unplanned Change

FEAR
- Criticism
Your Leadership self? Your Personal Brand.....
The long and short of it is that the level of your success is dependant on the skill of the people that are around you …!
Your Leadership self? Your Personal Brand…..
Your Leadership self? Your Personal Brand.....
Provoke Your Leadership self?

Develop and work on your Personal Leadership Brand.....
Successful professionals are the ones that are:

• Learning something at the moment and challenging their own thinking

• Of the firm belief they have weaknesses

In provoking their leadership self they:

• Don't compromise their values and know how these link to their behaviours. They challenge poor behaviour around them and meet it “head on”

• Are loyal and effective with all their workforce, even if they are not similar to them, are underperforming or they “don’t like or rate them!”

• Put their money where their mouth is in developing others and see others’ talent as a desirable not a threat

• Have a growing and dynamic network of SUPPORT!
I’m Karen Tracey, here is how you find me....

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