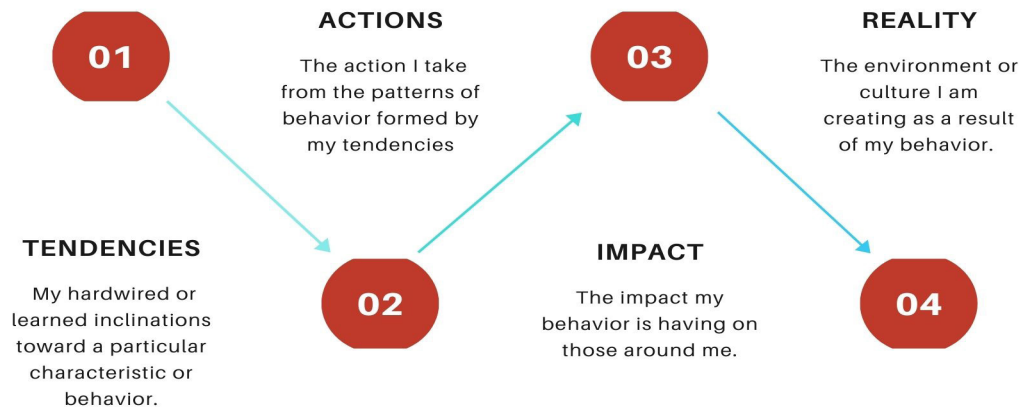


Know Self to Lead Self Model

Date: _____

We all have tendencies that create patterns of actions and behavior. These actions have an impact on those around us and ultimately shape our current reality. Therefore, if we want to change our reality – if our team is under performing or I don't have the leadership impact I desire – we must identify the tendencies that drive the actions that generate the undesired consequences. Only by understanding the connection between these elements can we intentionally and accurately target the areas of growth and learning that will bring about the reality we desire for ourselves as well as those we love and lead.



- **Tendencies** - Our tendencies are hardwired or learned inclinations toward a particular characteristic or behavior. Our tendencies tend to create patterns of behavior. Those patterns can be good or bad, but over time become so ingrained that we simply are unaware of them. These tendencies and resultant patterns of behavior not only impact our reactions, but also our decision-making processes. And our actions have consequences, for good or for ill. These consequences then shape our reality.
- **Actions** - The action I take from the patterns of behavior formed by my tendencies. These are how my tendencies manifest themselves in my relationships and leadership.
- **Impact** - The impact my behavior is having on those around me.
- **Reality** - The environment or culture I am creating as a result of my tendencies and actions.



Know Self to Lead Self Model

Use the following template to capture the tendencies, actions, consequences, reality and adapted actions you are discovering about yourself:

	Question to Answer	My Thoughts
TENDENCY	What tendency have I discovered that I want to work on?	
MANIFESTED ACTION	What does this tendency look like in action?	
IMPACT	How does this impact those around me that I lead?	
REALITY	How does this impact the leadership environment I create within my team?	
ADAPTED ACTION	How can I intentionally adapt my actions to create the reality I want to create?	



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