

Happy 2015 and Welcome to a Pithier and Leaner Leadership ABC's!



Appropriately, "awareness" is the first step in the Leadership ABC's and in making any changes.

Awareness includes self-awareness, situational awareness, and awareness of other people.

Being aware helps create better choices that lead to better actions and results.

Awareness comes from many places including all our senses and experiences. Awareness of things like values, skills, cultures, habits, beliefs, behaviors helps us understand and apply meaning to situations and our decisions and actions surrounding them. Knowing strengths, challenges, visions, likes and dislikes can all be used to choose actions.

Self-Awareness is the first step in building emotional intelligence, a key trait of successful leaders.

People with low awareness are sometimes labeled as arrogant, unapproachable, oblivious, out of touch, checked out, self-important, not empathetic, uncaring.

Low awareness can result in poor planning, bad choices, low trust, ineffective actions, and slow results. Not being aware that the word "yes" can have at least eight meanings can lead to disaster, personally and professionally.

Awareness is the first step toward getting different results. Awareness is a muscle to exercise and build up. Awareness is a type of lens with which to view a

situation.

As a full-service management consulting firm, we partner with our clients to deliver solutions that help solve their most complicated needs. Our services are designed specifically to help small businesses, and at a small business price. Utilizing decades of industry experience and functional expertise, Management Consulting goes beyond the norm to develop new insights, drive results, and help grow your business.



Top Ten Things to do to Build Awareness

1. **Stop** - Reflect and Analyze on a regular basis, at least 20 minutes a day.
2. **Practice Alternate Realities** - Try applying multiple and maybe even crazy meanings to a situation or person, and see how the different meanings change the next choice or action you might make. For example, you hear other people offering the same good idea you have already brought up in a meeting. Your Alternate Reality Possibilities: They stole my idea because they don't have any of their own; they took it because they are scared to lose their jobs; they had it first; they didn't hear me say it first: it's a universally accepted idea; they don't want me to get credit; they heard me and are speaking up for me because it's a great idea. Always leave room for a positive alternate reality - it might actually be the real one!
3. **Listen Only** - Listen for 10 minutes. Do not give an opinion or try to solve a problem in that time.
4. **Observe Only** - Sit for one hour in an odd place and record what you see and include as many of your senses as you can. Recommended Locations: Park bench, office hallway, cafeteria, coffee shop.
5. **Sound Off** - Watch a TV show without the sound on and guess at the situation, emotions, and intentions.
6. **Ask for Feedback**- Ask someone else for feedback about you or the situation you are dealing with. The intention is to see it through their eyes. Do they see something you don't?
7. **Get your own Feedback** - Videotape yourself and watch it with a critical

eye.

8. **Assess Yourself** - Take a personal assessment test or quiz (Myers Briggs, DiSC, etc.) or have a 360-degree feedback performed.
9. **Shake it up** - Physically move around, leave and come back at a different day or time, or try a different seat or location.
10. **Be a Detective** - Be an empathy detective. Spend a day walking in someone else's shoes, and guess what their feelings, motives, and beliefs might be. Validate with them if appropriate.

Top Three - Awareness Gone Wild (Too Much or Too Little)!

1. **I love being Aware!** It's a pastime. All the time, any place, and any way, and I never take action. (Too much awareness)
2. **Prove it!** Analysis Paralysis. An inability to make a decision. Holding out for that additional nugget of information that may be there. (Too much awareness)
3. **Nothing's new, but something's there** - Something is not adding up or making sense and I'm charging ahead anyhow. (Too little awareness)

If you find you are wallowing in awareness, move to action. Even if it's not perfect, use a good-enough belief or scenario to move and then review the results.

When there is not enough awareness, it's time to build the awareness muscle. Try using one of the ten suggestions above.

Additional Important "A's" for Leaders

1. Abundance Thinking
2. Adaptability
3. Acknowledgement
4. Alignment
5. Alternatives
6. Authenticity





This material is based on the "A is for Awareness" webinar that was delivered last month, and is available as a live presentation to your business. Email us for rates at star@starleadershipllc.com

Want to Find Out More?

Join us for these two free public 1-hour Leadership ABC webinars in January:

C is for Communication: Top 10 Challenges and 2 Ways to Improve

Tue, Jan 6, 2015- 12:00 - 1:00 EST, [click here for more info.](#)

D is for Doing: Failure to Execute - 10 Ways to Be More Effective

Wed, Jan 28, 2015 - 12:00 - 1:00 EST, [click here for more info.](#)

Additional Upcoming Public Events:

Leading, Coaching, or Managing: Which Hat to Wear and When?

Speaker at the New Hampshire Project Management Institute Chapter Meeting
January 21, 2015, Concord, NH, [click here for more info](#)

Women Leaders: Lean In/Lean Out

Speaker at the Maine Project Management Institute Chapter Meeting
April 16, 2015, 5:30 Falmouth, ME, [click here for more info.](#)

Leading and Developing High Performing Teams

Two-Day Workshop, Jan 22-23, Boston Area
For more info and to register [click here](#)

About Us:

Star Leadership is a seasoned management consulting firm that offers coaching, training and consulting services for business. What makes Star Leadership LLC unique is the focus and delivery of measurable goals and proven results in the areas of communication, leadership and teams. Our approach is direct, results-oriented and geared to the bottom line. We are able to quickly map, translate and align your broader vision to the concrete

details of skills and behaviors. We have an impact on the results you want in an open, informal, non-judgmental and supportive way. We take pride in providing a wide array of experienced associates, resources, and expertise to be brought into play as needed to help clients. Star Dargin is the founder and has been creating vision and direction for the company since 1996.

What We Can Offer You

Star Leadership has a wide variety of talented coaches for your business and trainings. The coaches have success and experience in many industries and with many levels within client organizations.

We offer our workshops in half-day, full-day or webinar formats.

Part of the Leadership ABC's series includes:

A is for Awareness

B is for Balance

C is for Communication

D is for Doing

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Other Workshops & Training

Leadership ABC's Workshop

Succeeding in a Matrix Work Environment

Communication Success

Project Management Essentials for Professionals

Women and Leadership

Coaching for Managers and Leaders

Team CARE Profile and Build It Workshop

Topics for Speaking Engagements:

Leading, Coaching, Managing: Which Hat to Wear and When?

Measuring Intangibles for Success (or how to Manage a Coaching Engagement like a Project)

Women and Leadership

Leadership Training & Coaching for Business, Manchester, NH

Helping Leaders Find Their
Voice, Take Action, Get
Results

STAY CONNECTED

