Part 1 - Influencing Others



### LESSON 1 - UNDERSTANDING YOUR PERSONALITY

What are your three biggest struggles with your limiting your success?	professional relationships and how are they
List the names of the top 5 people who you inter	ract with most, and poyt to their names write
their ages.	act with most, and next to their names write
How might you work differently if you could acce	ess all of the knowledge and experience that

Part 2 - The 3 Rules of Leadership



#### LESSON 1 - UNDERSTANDING YOUR PERSONALITY

On a scale of 1-5, how comfortable are you with taking relational risks professionally? 1 2 3 5 4 Pick a professional relationship that needs to improve and write down the name of that individual. Name: Decide if you're willing to follow the three rules of leadership to make a better connection with this individual. Are you willing to get out of your comfort zone to make a better connection with this individual? 2) Are you willing to take risks to make a better connection with this individual? 3) Are you willing to reach out unconditionally to this individual?



#### LESSON 1 - UNDERSTANDING YOUR PERSONALITY

Part 3 - Take Control of Your Personality What personality traits have you inherited? What traits or behaviors have you inherited over time? How do these traits affect your relationships?



### LESSON 1 - UNDERSTANDING YOUR PERSONALITY

Take	the Test			
Write	down your scores o	n the test and circle your	r primary and secondary po	ersonalities.
Lion			Turtle	
Monk	еу		Camel	
What	did the test reveal a	bout you? Any surprises	?	



### LESSON 1 - UNDERSTANDING YOUR PERSONALITY

Part 5 - 2 Myths that Destroy Relationships, Myth 1
What is your biggest challenge in relating to people who view the world differently than you?
Who do you work with whose different perspective causes relational challenges for you? Be specific.



#### LESSON 1 - UNDERSTANDING YOUR PERSONALITY

Part 6 - 2 Myths that Destroy Relationships, Myth 2 How do you think others view you? Is it an accurate depiction? With which personality type is it most difficult for you to connect? Earlier, you identified someone with whom you have relational challenges due to differing perspectives and personalities. What specific steps can you take to connect with those who are different from you?