

The Grassroots Leadership Revolution

Identify Your Big Bang for the Buck Behaviour

Put an **X** on the line in terms of where you would score yourself on each leadership behaviour.

MORE LIKE ME		MORE LIKE ME	
1	Focus on the present; trust your instincts rather than analyze decisions; may take a highly focused or short-term view.	STRATEGIC	Take an analytical approach; plan ahead; think through the implications of decisions; project into the future.
2	Provides less information; works on a 'need to know' basis.	COMMUNICATION	Explicit about expectations; keeps everyone informed; expresses ideas clearly.
3	Maintain a certain distance from others; can be somewhat aloof.	EMPATHY	Sincerely care about people; work to develop close bonds with others; project warmth and acceptance.
4	May not see a need to sell your ideas; may use language to describe rather than convince.	PERSUASIVE	Use language effectively to convince others; work to sell ideas and win people over.
5	Display less emotional energy; more understated and subdued.	EXCITEMENT	Are lively and dynamic; create enthusiasm; display emotions easily.
6	Prefer the role of a generalist; less concerned with acquiring and utilizing specific technical expertise.	TECHNICAL	Emphasis on in-depth knowledge; stays up to date in their field; bases decisions on specific technical requirements.
7	Less emphasis on taking charge and directing others; may prefer being an individual contributor.	MANAGEMENT FOCUS	Willing to take command; enjoy managing people, being influential, accomplishing results through others.
8	Less likely to engage in follow-up activities; allow others to follow through on their own.	CONTROL	Are persistent; stay with goals; monitor tasks very closely.
9	Less attracted to exploring new ideas or approaches; leave well enough alone; avoid unnecessary risk-taking.	INNOVATIVE	Welcomes new ideas and perspectives; comfortable with change; willing to take risks; experimental attitude.
10	Do not actively seek input from others before making decisions.	CONSENSUAL	Ask for input and advice from others; respect and value others' ideas.

What is your B⁴ Goal™? Which behaviour would you like to exhibit MORE

My B⁴ Goal™ is : _____

The reason why I chose this behaviour is: _____
