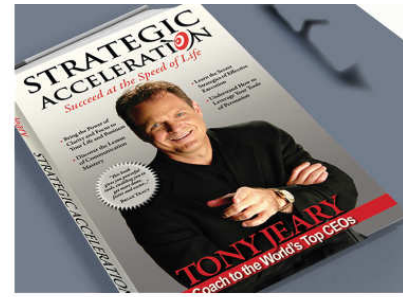


STRATEGIC ACCELERATION

Succeed at the Speed of Life



Exercise 18: Examine the Behaviors You Most Value

There are behaviors you most value and expect in yourself and others. When people understand what is most important to you, they understand your priorities and what matters most to you concerning their own behavior.

Behavioral Priorities

Here you'll list the behaviors you most value, which will enable you to communicate their importance to others, and demonstrate those same skills in your own, everyday activities.

My Behavioral Priorities

Behavioral Priority	Why It's Important	How I Demonstrate It
----------------------------	---------------------------	-----------------------------



My Behavioral Priorities: Example

Behavioral Priority	Why It's Important	How I Demonstrate It
<i>Being committed to family</i>	<i>All of my personal decisions are driven by how they will benefit my loved ones</i>	<i>Thinking through impacts, benefits, etc., asking questions, being empathic</i>
<i>Knowing how to ask good questions</i>	<i>Gathers vital information from others</i>	<i>Preparing questions and being thoughtful during answers</i>
<i>Being a good listener</i>	<i>Indicates focus and care</i>	<i>Fully focusing on the speaker – no phone, Blackberry, etc. – and taking notes</i>
<i>Having a good work ethic</i>	<i>Ensures productivity and sets a good example</i>	<i>Show up on time, work hard, exhibit professional behaviors that feed focus and execution</i>
<i>Serving as a strong leader</i>	<i>A good leader supports a good team</i>	<i>Mentoring, listening, taking management classes, being professional</i>