

Leadership C-me Behavioural Preference style

It is so easy to slot into 'this must be me'. Believe in the stereotype. Accept the personality type designated. Default to what is expected. Become the mistress or master of illusion with 'Once I then I will' resulting in non-action.

More effective to survey the landscape. Discover what's there. Ask what will suit this best? What is working well? What could work even better?

How can I as a leader work with the actual material rather than wish it were different? How to create the climate to significantly improve the landscape? How willing am I as a leader to put me on one side? Step into the shoes of the other to discover what the landscape of the organisation / team / board / department looks like from that perspective? How willing am I to listen? How willing am I to use my preferences to understand others preferences?

C-me Behavioural Preference profiling describes characteristics of the 4 preferences as follows:

- *Logical and analytical Enjoys problem solving Needs time for reflection Realistic Sorts out the details Strong sense of duty Structured and disciplined*
- *Bold and determined Confident and optimistic Enjoys stretching goals Leads from the front Sets a winning mentality Thinks big Direct and to the point*
- *Considerate and caring Genuine concern for colleagues Avoids conflict Involves others in decisions Respects others values Supportive and loyal Works for a democratic solution*
- *Free spirited Friendly and optimistic Generous and open-minded Inspirational and visionary Looks on the bright side Positive outlook Spontaneous and imaginative*

Each colour has its positive and least positive attributes. Each colour is perfect for whatever one wants to achieve providing one is prepared to shift perspective in order to see or recognise it. Every leader needs to be able, agile, appreciative. To know when to call on the strength of a particular colour preference. C-me's repertoire provides the natural and adapted or learned personas. The savvy leader focuses on the natural persona before the adapted. The natural persona is each person's strength, foundation and pot of gold. The strong foundation to fall back on.

The savvy leader has information at their fingertips to decide or choose which preference or combination of preferences to use in a particular situation.

Coming clean about most effective and least effective ways to communicate is a great place to start.

The elegance, the beauty, the magic of a behavioural preference profile is this: you are telling you who, what, how, why you are you? C-me Behavioural Preference Profiling reveals preferences, gives insights into one's natural and adapted or learned persona. Clarity provided, assumptions challenged, provoking development potential.

C-me highlights hidden potential perfect for identifying routes to succession planning. It alludes to unique pairings of traits not usually recognised. C-me gives leaders both valuable information for their leadership development potential as well as that of colleagues and the competitive edge when dealing with clients and stakeholders, internal and external.

Knowing oneself better enables one to be more perceptive and insightful around others. C-me gives an exclusive gift of vulnerability by virtue of the wealth of information it provides enabling a deeper level of honesty and trust to develop and engage with. It sets the scene for high standards. It's a disruptor of the status quo.

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Outstanding Executive Coach | Chosen By High Potential Leaders, Key Teams | To Deliver Remarkable Results |
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