

EXCEPTIONAL LEADERS... *Are Socially Aware*

Exceptional Leaders listen intently and pick up empathetically on the un-spoken and intuitive clues from others. They grasp the other person's perspective and emotions. This allows for more effective communications and connections with others.

Sometimes we don't pick up cues, such as when to end a conversation. The other person can be giving all kinds of non-verbal cues that they want to complete the conversation and yet we keep on talking. We either misjudge or are unaware of the other person's internal state.

Getting a sense of what is going on with another person, generally, and in one-on-one, communication is a foundational skill for influencing others. Sensing how others are feeling is an aspect of being emotionally intelligent.

Sometimes in order to validate what is going on with another person, and not simply mind read, we need to ask them. We can then fashion our communication in a way that will be effective.



Thought Provoker

- ✓ Do you have an intuitive sense of how others are feeling? Are you getting the truth?
- ✓ Do you see how others are responding non-verbally to your communications and to situations?
- ✓ Do you look for body language, facial expressions, and what's behind the words?
- ✓ Do you inquire of others what is really going on with them, expressing empathy and understanding? Do you know when to end a conversation?
- ✓ What systems can you put in place now to insure that you get the truth, i.e. all of the information that you need to be successful?

Exceptional Leaders have the perceptual acuity to see how others are thinking and feeling and can adjust their communications accordingly. ♦

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