

**Reflective questions:**

**Notice when using email or listening to another person their possible preference styles.**

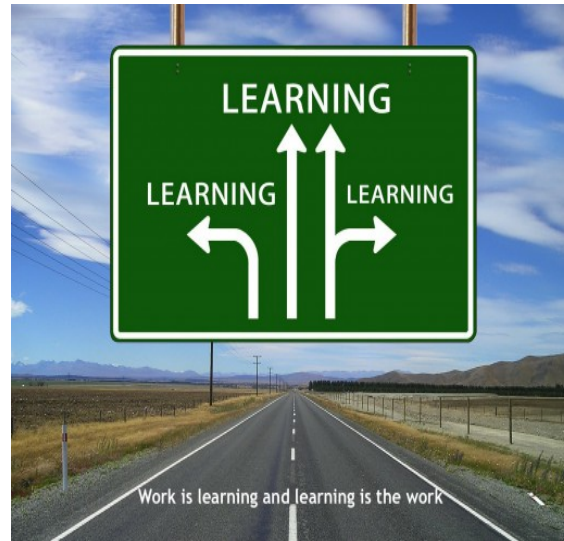
**How can this be useful in your organisation?**

**How can you implement this in your leadership/management style?**

**In readiness for next month's task: Think about the differences/similarities between a manager and a leader.**

## Neuro & Mindful Leadership – Think & Act Like A Leader

Leaders &  
Managers –  
What is the  
difference/  
similarities?

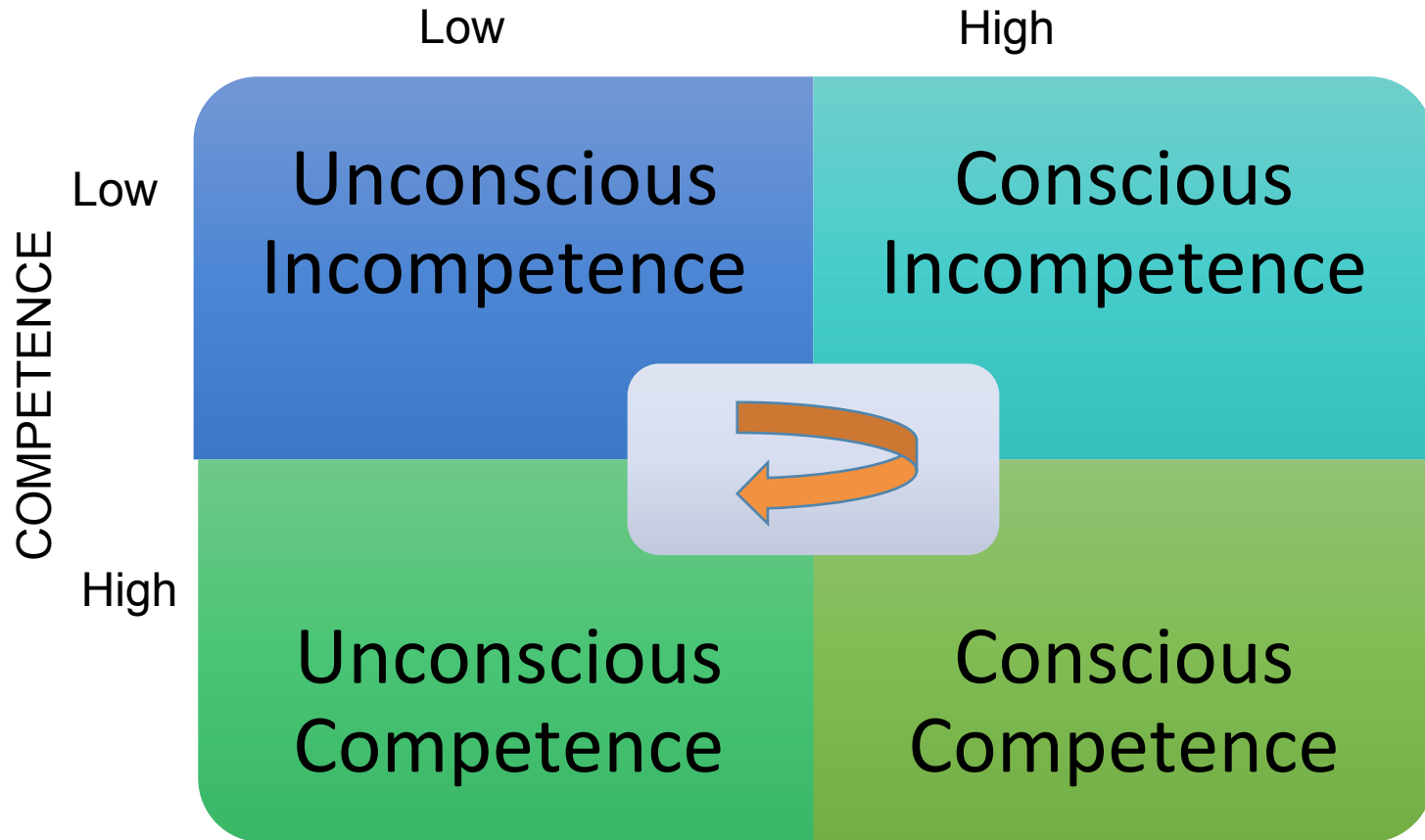


Advanced  
communication -  
understanding how our  
mind takes in the world  
around us - Preferences

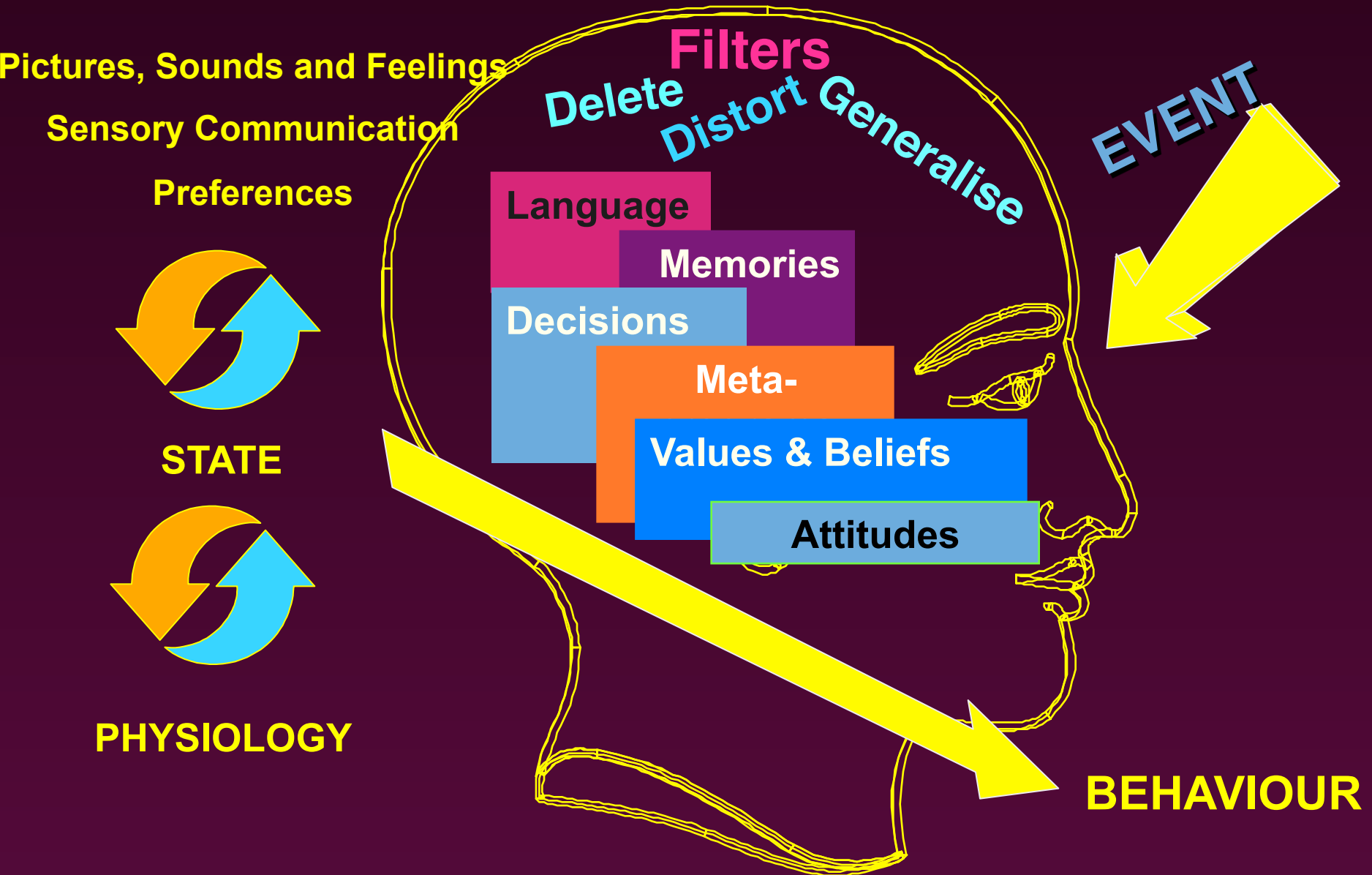
*“ Definition of Insanity: doing the same thing over and over again and expecting different results” Albert Einstein*

# Johari Window

SELF AWARENESS



# How Does Our Mind Process Our Experiences?



## **Predicates are words which link to the sensory preferences**

Visual – see, mirror, image, look, view, show, outlook, glance

Auditory – hear, listen, sounds, resounding, talk, discussion

Kinaesthetic – feel, touch, grasp, connect with, soft, slow, solid

Auditory digital – sense, experience, understand, create, inform

## Examples of Language used to help build rapport

### Visual

You have **shown** me a **bright** idea on how to proceed and I would like to **look** into it further.

### Auditory

You have **told** me of a way to proceed that **sounds** good and I would like to hear more about it.

### Kinaesthetic

You have **handed** me a way to proceed that is on **solid** ground and I would like to get more of a **feel** for it.

### Auditory Digital

You have **provided** me with a way to proceed that makes **sense** and I would like have more **details**.