

The Connector's Advantage

**7 Mindsets to Grow
Your Influence and Impact**

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Foreword by Ivan Misner

Tables & Charts

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Table 4.1: The Five Levels of Emotional Intelligence

SELF-MASTERY	1. Self-Awareness	<p>You recognize and understand your own moods, motivations, and triggers and your impact on others.</p> <p>Indicators: Self-confident, able to laugh at oneself, aware of flaws and others' perceptions of self.</p>
	2. Self-Regulation	<p>You are able to control your reactions and think before you act or speak.</p> <p>Indicators: Conscientious, adaptable, responsive (vs. reactive), emotionally mature.</p>
	3. Self-Motivation	<p>You are resilient and persevere even when things don't go well. You are internally motivated.</p> <p>Indicators: Initiative, commitment, perseverance, optimism, drive.</p>
SOCIAL MASTERY	4. Empathy	<p>You are in tune with people's emotions. You understand their reactions and can read their nonverbal cues.</p> <p>Indicators: Perceptive, sensitive, intuitive, observant, show interest in others' needs.</p>
	5. Social Skill	<p>You build rapport and find common ground. You build relationships and networks. You are influential with group decision-making.</p> <p>Indicators: Strong communication and listening skills, persuasive, manage conflicts and diffuse volatile situations, inspirational.</p>

Figure 4.2: The Johari Window

	KNOWN BY SELF	UNKNOWN BY SELF
KNOWN BY OTHERS	I OPEN	II BLIND
UNKNOWN BY OTHERS	III HIDDEN	IV UNKNOWN

Figure 4.3: The Ladder of Inference

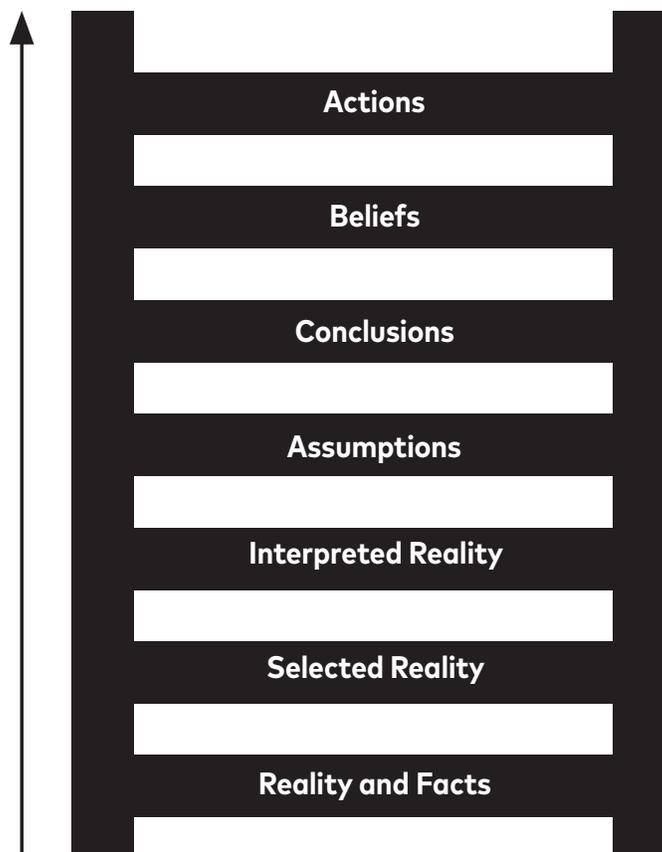


Figure 6.1: Scarce versus Abundant Thinking

	SCARCE	ABUNDANT
PERSPECTIVE	Nothing goes right for you. You feel unlucky or like a victim. You expect the worst outcome. You worry there is not enough. You may withhold, hoard, detach, not try, or give up quickly.	You believe things will have a positive outcome. You're in charge: when things go poorly, you see how you may have impacted the outcome. You take responsibility, risks, and action.
EMOTIONS	Worried, fearful, anxious, negative, skeptical, pessimistic, and vulnerable.	Positive, confident, in control, optimistic, empowered, capable, and content.
INTERNAL MESSAGING	I can't. I shouldn't. It won't work. There isn't enough. I have to protect what's mine.	I can. I will. It will work out. There is enough to go around.
STANCE	Tentative, stuck, does not act.	Bold, confident, takes action.

Figure 8.1: The Dos and Don'ts of Group Settings

DO	DON'T
Smile	Have closed-off or uninviting body language
Make eye contact	Stare at your phone
Keep your body slightly open, not shoulder to shoulder	Close off the circle too tight
Enable others to join your group conversation	Make it difficult for others to break in to your group
Introduce yourself to new members	Ignore new members of the group
Approach individuals who are on their own	Be afraid to approach and invite a person to join

Table 9.1: When to Say No and How to Say Yes

PRIORITY	RELATIONSHIP	CHOICE	TECHNIQUE
Low	Low	Decline or Question	No Yes, If Yes, When Yes, After
Low to moderate	Moderate	Redefine	Qualified No No with Alternatives Yes with Alternatives
Low to moderate	High	Reprioritize	No, But Yes, If Yes with Alternatives
High	High	Accept	Yes