

## Self-Awareness A Must-Have Skill for Success



**There are tons of articles out there relating self-awareness to leadership success.**

Let me reference just one – which is research that was done by Green Peak Partners, a leadership consulting company, and Cornell University's School of Industrial and Labor Relations. They studied 72 executives of both public and private companies, whose revenues range from \$50 million to \$5 billion.” The report of their findings says, in part, “Interestingly, a high self-awareness score was the strongest, predictor of overall success.”

**If self-awareness is the strongest predictor of**



This May 9th, I'm pleased to present "Everything is Negotiable - Do it Skillfully!" at the **2018 Maine Women's Conference in Portland Maine.**

*Tickets are on sale now - find out more by following the link below.*

<https://www.themainewomensconference.org/>

The mission of the Maine Women's Conference is to draw women together to connect, educate, inspire, and empower

**success for executives, then it's only logical that it's a pretty strong predictor of success for you, regardless of where you are in your career.**

**So what is it anyway?** Well, there are a lot of different definitions and ways to explain it. As a coach, I define it as the ability to know and be able to leverage your strengths for positive outcomes, to understand your weaknesses and create strategies to limit their impact and overcome them in the long-term, to recognize your behavior in the context of other's reactions and use skills to enhance relationships, and lastly, to recognize your emotions and make in-the-moment behavior choices which lead to positive outcomes.

Wow, that was a mouthful. It's not a concise definition, but I created that description thinking about the types of outcomes my coaching clients experience through their aha moments of greater self-awareness. I have seen their growth in these areas create career opportunities and promotions, raise levels of performance in themselves, their direct-reports and teams, improve relationships, generate success with difficult conversations and conflicts and manage their own emotions through stressful times.

### **So how do you improve your self-awareness?**

I believe it starts with paying attention. To what you ask? Well, your strengths for starters. Often times, we are so busy that when we accomplish something, we are off to the next thing on the list and don't take time to relish our success or think about what we did that worked so well. Think about starting a journal and pay attention to your successes and what, specifically, you did well that made it happen. Also, pay attention to

one another to assume new and expanded roles in the workforce, our lives and communities.

**Be sure to grab your ticket early - this is an event you're not going to want to miss!**



**IF YOU'RE YOUR *authentic self*,  
YOU HAVE NO  
COMPETITION.**

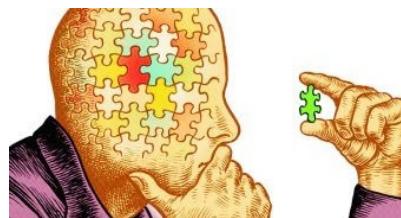
**I think self-awareness is probably the most important thing towards being a champion.**

Billie Jean King



what isn't working for you. Think about what is happening, how you are reacting, how others are reacting to you and what is going on for you emotionally through it all. What can you do differently? What happens when you do it differently next time? Do you get a different reaction? When you get stressed, step away for a moment, if not physically, at least mentally, to think about what emotions you are experiencing and what choices you have for how you react.

Ask trusted friends and colleagues for feedback. Ask them what blind spots you might have. And then remember to thank them for the feedback, even if you don't like what you hear. Take it and think about it. How can you benefit from the feedback? What might you choose to do differently?



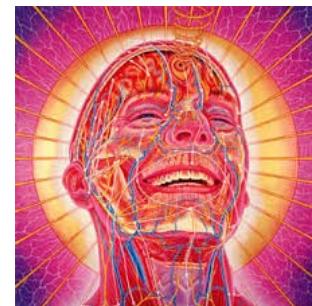
**Coaching today is thought of as a perk to executives.** Many organizations and companies are willing to provide coaching to you to help you grow, because your growth benefits the organization. Others invest in coaching on their own.

If you would like to explore strengthening your self-awareness muscle through the help of a coach, contact me about the Self-Awareness Journey Coaching Package. I will provide you with a 23-page Insights Discovery Personal Profile which provides a wealth of information to use throughout your journey. It's a profile used



*Awareness is like the sun. When it shines on things, they are transformed.*

~ Thich Nhat Hanh ~



## Upcoming Newsletters

### March

What To Do When You Disagree With Your Boss

### April

Meetings: Mud bogging or Bobsledding?

### May

Don't Just Bounce Back, Bounce Beyond!

## KCS Services

### KCS Coaching Services:

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- Job Offer and Salary Negotiations

today by companies like Google and Microsoft.  
Contact me and I'll be happy to tell you more.

**Being self-aware isn't being selfish. Take time to pay attention to your self!**

Best Wishes,



- **Executive Coaching**

#### KCS Consulting Services:

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- **Team Development**
- **Customized Training and Facilitation**
- **Strategic Planning**

#### **Begin the discovery process**

Contact me and let's get started.



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