

PRINCIPLE #6: FIERCE!

THE DAILY PUSH

We can manage our aggressive and competitive spirit in a healthy manner. We have all had times where we chose to be passive or occasionally been overly aggressive. Reflecting on the reasons behind this is important, which is why this is a part of this chapter's Daily Push.

We want you to reflect on various situations in your life, contemplating how they played out. If they did not work as hoped, how could the outcome have shifted? Take time to do each of these reflections; there is no need to rush.

Contemplate...

1. What was a situation where I did not control my aggression and it went too far?
 - a. What happened as a result?
 - b. What did I learn?

2. What happened when I stopped myself from speaking out in key situations?
 - a. Do I reflect on them, thinking "What if?"
 - b. Could I have made a positive difference if I had spoken up?

3. At what time in your life did you have the proper alignment of assertiveness, aggressiveness, and competitiveness?
 - a. How did you feel about this as it happened?
 - b. What made you realize you were in a sweet spot?

As you can tell, self-talk is an internal response with a significant impact. What we say to ourselves matters more than a word anyone else can say. Those who want the best results think about what they did, what they should be doing, and where they want to go.

For the second part of this exercise, we want you to write an account of your passive behaviors. Then, reflect on how you are going to change them so they become part of your healthy competitive spirit. The chart will help you to remember when you are passive and then state specific ways you can change. Be aware of what you put on the chart so you are attentive to moments when you can become brilliantly fierce in moving out of the passive zone. How could you be more assertive, aggressive, and competitive?

Here are some examples:

- Be proactive.
- Speak up for your ideas.
- Follow up even when you're unsure of the outcome.
- Ask for the assignment or opportunity.
- Stay longer and do the research for a project or come in early to make the extra effort.

You can be certain that the next time someone passes you over, or chooses to ignore your words and ideas, you have a healthy way to let them know, "I am here and I am ready to compete. Bring it on!" Turn up the dial to the more assertive you. Be the more aggressive you. Compete for what you want. When you do this, you are a step closer to "Triumph!"

The 7 Cs of leadership give me visibility to how I show up and how I am perceived & received by others. They are always at work as I go about my day.