

## Professional Development Exercises for Your Self-View

### Sense of Self

**Exercise #1 - The Man or Woman of Fear versus the Man or Woman of Faith**  
(Freedom to Live, pages 78 – 82)

#### Intrinsic Fear

- Defiant
- Aggressive and combative
- Competitive
- Cynical
- Greedy
- Vain
- Easily hurt
- Cowardly
- Burdened with the heavy touch
- Prone to see the irrelevant
- Inconsistent, hesitant
- Systemic, rigid
- Indifferent, callous

#### Intrinsic Faith

- Humble
- Serene
- Cooperative
- Humane
- Generous
- Unpretentious
- Self-possessed, not easily hurt
- Bold, courageous
- Blessed with the light touch
- Prone to see the relevant
- Persevering, patient
- Spontaneous, flexible
- Compassionate

Read the descriptions for each of these on pages 79 – 81 and draw an arrow toward the item in each column that is closer to your experience.

### Exercise #2 - Reflect on Your Journey

#### Six ways to Self-Development (Robert Hartman, “Freedom to Live”)

1. Take seriously the teachings of your religion.
2. Through crisis.
3. A conscious, deliberate effort to sensitize and develop your conscience.
4. By using your intellectual power.

5. The conscious pursuit of peak experiences.
6. To ask and answer the following questions:
  - What am I here for in the world?
  - Why do I work for this organization?
  - What can this organization do to help me fulfill my meaning in the world?
7. How can I help this organization fulfill my meaning in the world?

### **An Axiological Approach for Conscious Development**

- Define our goal for clarity (Systemic)
- Develop a practice regimen for ongoing focus (Extrinsic)
- Measure our progress using plan / build / learn or PDCA (plan, do, check, act) to reach mastery (Intrinsic)

### **Exercise #3 - Use TTI Success Insights Reports**

How might we use a person's Behavioral Styles report to help them grow their Sense of Self?

How might we use a person's Driving Forces report to help them grow their Sense of Self?

How might we use a person's Acumen Capacities report to help them grow their Sense of Self?

How might we use a person's Emotional Quotient report to help them grow their Sense of Self?

How might we use a person's Competencies report to help them grow their Sense of Self?

Other exercises for growing Sense of Self: