**Status or Connection?**

**Which statement is most like you at work?**

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|  | **Column A** |  | **Column B** |
| **1** | Want to be credible, respected | **Or** | Want to be likeable and empathetic |
| **2** | Focus on precision and getting the job done | **Or** | Focus on the people and the relationship |
| **3** | Analytical and objective | **Or** | Instinctive and emotional |
| **4** | Formal in style – body upright and owns space | **Or** | Informal and chatty in style – body is fluid, allow others to take up space |
| **5** | Direct: tell people what needs to be said in a straightforward way | **Or** | Indirect: speak empathetically, tuning in and adapting to what people want to hear |
| **6** | Tend to influence more by push than pull | **Or** | Tend to influence more by pull than push |
| **7** | Voice tends to be lower | **Or** | Voice tends to be warmer and melodic |
| **8** | Focus on the big picture, the goal – steps back | **Or** | Focus on the people |
| **9** | Comfortable in formal situations where you can play your power | **Or** | Comfortable in informal situations where you can build relationships |
| **10** | Still and don’t do much social smiling – comfortable with pauses | **Or** | Warm and mobile, lots of nodding and smiling to make others comfortable – fill a pause |

**Mostly A answers:** Your habit is to be more *status* in life and you need to find the *connection* side of you to truly find your gravitas.

Connection Tips and Tricks

* Focus on Relationship, Not Task
* Be Informal
* Lighten Your Expression
* See People as Old Friends

**Mostly B answers:** You tend to do more *connection* in life and you will benefit from learning how to play more *status* to boost your gravitas.

Status Tips and Tricks

* Do the Power Pose
* Focus on Task, Not Relationship
* Minimise Nodding
* Cut Fillers
* Don’t Go Overboard

**Mix of A and B answers:** Your *status* and *connection* are in balance – a great foundation for gravitas.