

**Exercise 5: Identifying Your Opportunities to Make a Difference**

**Step 1: Opportunities at Work:** Review your work schedule for the next week. Think about who you will be working with and what tasks you will be involved in. Identify several specific opportunities where you will attempt to use the natural abilities you have to make a difference. Describe that opportunities below and then circle the one you are committed to attempt.

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**Exercise 6: Your short term plan to make a difference at work**

Step 1. What should you do in advance to prepare yourself to make a difference in the specific work situation you identified in Step 1 of Exercise 5?

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Step 2. How will you approach the situation? Is this something you will do on your own or will you have to recruit one or more other people to initiate this effort to make a difference? What will you say and/or do? Be sure your words and/or actions are consistent with your natural abilities, especially those related to the themes of your core personality type as listed in the Scouting Report on your Core Personality Type. Capitalize on your motivation to make a difference too. You may want to practice your opening lines or review your plan of initiating action with a trusted friend or colleague before you take the action. Consider using the feedback you receive from this special person to enhance your first step.

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Step 3. Spell out any other details that you can anticipate in advance. How you will use your abilities and motivation to make a difference in the situation you identified? Where and when will you attempt to make a difference by being yourself at work next week?

Behaviors/abilities you will engage in order to make a difference in this situation:

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Steps you will take...What will you do with whom by when and how?

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**Exercise 7: Your short term plan to make a difference in a relationship**

Step 1. What should you do in advance to prepare yourself to make a difference in the specific relationship situation you identified in Step 2 of Exercise 5?

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Step 2. How will you approach the person? Is there anything you need to arrange before your encounter with this person? What will you say and/or do? Be sure your words and/or actions are consistent with your natural abilities, especially those related to the themes of your core personality type as listed in the Scouting Report for your Core Personality Type. Capitalize on your motivation to make a difference too. You may want to practice your opening lines or review your plan of initiating action with a trusted friend or colleague before you initiate the contact. Use the feedback you receive from this special person to enhance your first step.

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Step 3. Spell out any other details that you can anticipate in advance on how you will use your abilities and motivation to make a difference by being yourself in the relationship you identified to address next week.

Behaviors/abilities you will engage in order to make a difference in this relationship:

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Steps you will take...What will you do with whom by when and how?

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**Exercise 8: Lessons Learned from last week's efforts**

1. You were asked to attempt to use the natural abilities and personality to make a difference in specific situations at work and in one of your relationships. Simply describe what actually happened, without trying to evaluate it yet:

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2. To what extent did you use the natural abilities associated with your core personality type in the effort? Was your motivation to make a difference reinforced?

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3. What did you learn or re-learn in the effort to make a difference at work? How could you make use of what you learned in a future situation at work?

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4. What did you learn or re-learn in the effort to make a difference in a relationship? How could you make use of what you learned in a future situation in a relationship?

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**Exercise 9: Living Your Life More Consciously**

1. What have you learned about how *you* could more frequently make a difference at work by using your personality, abilities, and motivation? Be specific

Lesson 1: \_\_\_\_\_

Lesson 2: \_\_\_\_\_

Lesson 3: \_\_\_\_\_

2. What have you learned about how *you* could more frequently make a difference in your relationships by using your personality, abilities, and motivation? Be specific.

Lesson 1: \_\_\_\_\_

Lesson 2: \_\_\_\_\_

Lesson 3: \_\_\_\_\_

3. How can you make use of what you learned? What longer term plans can you make to apply the lessons you have learned? What are you willing to do to reward yourself for making and implementing these plans?

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