

Worksheet

The Edge Team Training
Module 1 – Session 3

Leading Three Types of People

Cheat Sheet:

	Indicator	Strategy	Outcome
Wise	Owens the problem	Growth & Development	Wiser
Foolish	Deflects	Containment	Self-Awareness
Evil	Vindictive	Protection	Separation

EXERCISE 1. Giving Feedback WISE and FOOLISH

Think of one person this week to whom you can give feedback. Based on the cheat sheet above, plan for the conversation to go either way.

What is your plan if they are “WISE”?

What is your plan if they are “FOOLISH”?
