

CONNECT

- Express belief
- Shared understanding
- Collaboration
- Bond
- Complain
- Listen
- Establish trust
- Comfort
- Innovate
- Self-awareness
- BEING

RELATIONSHIP

INSPIRE

- Supporting
- How things can be
- Value
- Why you want to do it
- Encourage discretionary effort
- SEEING

PERSPECTIVE

GUIDE

- Make something work
- Accomplish a goal
- Clarity
- Showing path
- DOING

OPERATIONS

PERSUADE

- Influence
- OUTCOME

COMMITMENT