

Junior 'Warrior' Programme

Charisma (Making a good impression)

Student name;



Training venue;

Month 1.

We must all **give** respect if we would like to receive it and the fastest way for you to get respect from someone else is to give it to them first. Rather than wait to see how someone will treat you BEFORE you decide how you will treat them, why not take responsibility for things getting off to a good start by showing **your** respect for them? You can do this by learning and practicing a respectful and polite greeting. If you are not sure how to do this, try watching people (the ones that you think are respectful people) and noticing how **they** greet people. You can then try the same, or similar, things. Tell me three things that you noticed and learned about polite greetings.

1. _____

2. _____

3. _____

Month 2.

Another way to build respect and charisma is to be GENUINELY interested in people. Everyone has a subject that they are the World's most qualified expert in. This of course, is themselves. People know lots of things about themselves so they aren't usually short of knowledge or answers. Although some people don't like talking about themselves, they **will** be able to make a conversation as long as it is not like an interrogation (Police questioning). When you get used to asking questions and getting answers, try asking a question about the answer you just received.

Example. 1st question; "Where do you live?"

Answer; "Near the City Centre."

2nd Question, "Do you like being near the City?"

Answer; "Yes its quite good."

3rd question, "What is it that you like most?"

Your task this month is to write a question that you could ask, then a possible reply, then two more questions about the reply.

- 1st question; _____
Possible answer _____
2nd question _____
Possible answer _____
3rd question _____

Month 3

Being dressed in the best way for the thing you are doing is also very important. I like to wear casual Hawaiian shirts, shorts and flip flops, but they aren't the best thing to wear in a business meeting. I want people to take me seriously in business meeting, so I wear a business outfit (shirt, tie, suit, smart shoes etc.). If you want people to treat you a certain way, then dress a certain way. Take care with your personal hygiene (underarm and breath freshness, clean fingernails and tidy hair too).

I once had to meet with a very important contact who was deciding whether to give me £1,000s worth of business. When we met the very first thing she did was look at my fingernails. She then said; "I'm glad they are clean and cut short, I can't work with people who are un-hygienic, you never know what other things they don't care about."

She was a bit eccentric, but she was the one who decided where the company that she worked for, spent money on training their workforce.

Your task this month is to list 5 things to do with your appearance, that you will (or perhaps already do) pay particular attention to in order to make sure you give the messages you want to give.

1

2

3

4

5

Ongoing task

Sometimes people think well of us because of the things we don't say or do. Perhaps when other people (the tribe, the herd, the flock) are all doing or saying something unkind or unpleasant, we could choose not to.

A great teacher of mine once told me that sometimes it is better to be **kind** than to be **right**.

Often you will have the chance to show someone they were wrong. When this chance comes, try this before you say or do anything.

First think, if I tell this person they are wrong, will it help them or me or the situation?

If it won't help, why mention it? We spend far too long 'scoring points' on other people by telling them we know much more than they do.

Try to use kindness whenever you can.

Your ongoing task is to watch out for a time when you **COULD** have told someone they were wrong (maybe you could even prove it) but you decided to not embarrass them instead.

If you have already had this experience tell me about it below please.
