

Leadership Versatility



Issue 7

Welcome to JTS Associates' latest email newsletter. Our goal is to assist clients, associates, and friends with words of wisdom and helpful tested information from our consulting, coaching, and teaching activities.

Our focus statement: Providing personalized leadership versatility, influencing, and selling skills to Business Owners, Executives, Entrepreneurs, Management Teams, Professionals, and Mavericks (including a few near-miracles) since 1985.

We hope you find the information we bring to you informative and helpful in growing your business. If you have suggestions or ideas, please let us know how we can improve our newsletter. You can also view archived newsletters on our website.

Enthusiastically,

John Shoup

The Principles Of Increasing Your Versatility

Part six in a Ten Part Series





IYV is the most sought after program that JTS Associates provides. JTS Associates defines Versatility as the ability to improve your work relationships by:

- Relating effectively to a variety of people and situations at work.
- Adapting quickly and effectively to dynamic work environments.
- Thriving on change.

PRINCIPLE #6 - A Difference Between Success And Failure

In it's most basic sense, Versatility is a survival skill. We live in a constantly changing world, particularly in business. Companies are downsizing, upsizing, rightsizing, merging, re-organizing, re-branding and re-inventing. There is case after case of managers and executives “falling through the cracks” as a result of organization change. Without Versatility, people may not succeed in today's volatile business climate.

Evolved, Versatility maximizes our strengths by enhancing the four basic building blocks of interpersonal skill:

1. Self-Awareness
2. Self-Management
3. Awareness, Appreciation, and Understanding of Others
4. Ability To Effectively Influence and Interact with Others

As a result, versatile people adapt quickly and thus are more likely to succeed by positively impacting others, adapting quickly to dynamic environments, and thriving on change.

Sample Personality Profile Questionnaire **Under Construction at JShoup.com**



In March we will launch a sample Personality Profile Questionnaire on our web site.

Most of my subscribers know their Personality Profile and have improved their Versatility skills. Readers who have not done so, and your business friends and associates who have not done so, can complete this brief questionnaire, email it to me, and receive a brief and confidential description of the resulting Profile.

I recently heard a story about a job candidate who was told she would not be offered a position

considerations. Instead, we use our profile to provide new and existing business managers with developmental feedback, Versatility skills, leadership and interpersonal skill development, advanced sales training, and results-based team building. In other words, our efforts are directed at Helping People Succeed through skill building and the development an increased awareness, understanding and appreciation of self and others' unique personality characteristics, needs, and preferences.

Associates of the Associates...

Words of Wisdom from our Esteemed Collegues and Industry Leaders

“Do your part of being a visible leader by example and action – by doing the right things whether someone is watching or not. It is contagious.”

Used with the permission of John Mariotti, January 15 2006, The Enterprise

- **The Enterprise**

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In our next issue:

- IYV #7
- More valuable information on how to make you and your business more successful
- I'm underpaid! New tactics to tackle tough conversations at work