koppett.

STATUS DYNAMICS AWARENESS FOR LEADERS, SPEAKERS, COACHES AND HUMANS STATUS, POWER AND AUTHORITY

 Authority - Official role
Power - Control over resources
Status - Place in the hierarchy



We are all performing all the time





Improv is the gym!

Status gaps





Neutral Status Scene

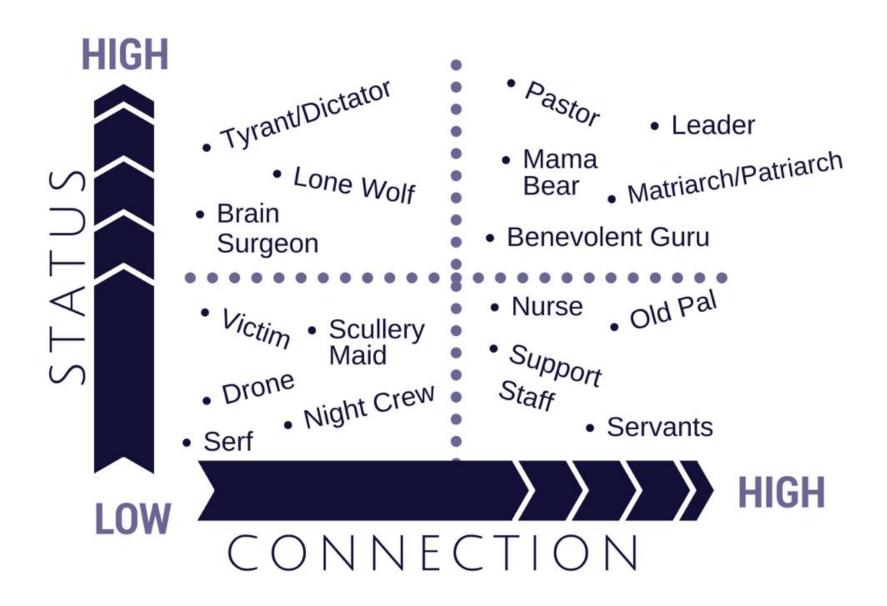


Debrief





© Human Synergistics



Status Dynamics

• YOUR BEHAVIORS TELEGRAPH DOMINANCE AND SUBMISSION.

• YOU CAN MAKE CONSCIOUS CHOICES

• WHAT SIGNALS ARE YOU READING?

• WHAT SIGNALS ARE YOU SENDING?



Status Swap Scene



Roleplay Coaching



Debrief

EFFECTIVE **HIGH** STATUS

Take up more space Make statements Initiate topics Offer opinions Back up opinions with facts and examples Use specific professional language Make requests Set limits when necessary

EFFECTIVE **LOW** STATUS

Take up less space Ask questions Seek permission Respond rather than initiating Use titles/formal names (e.g., "Ms." Use straight forward, common language (i.e. with clients) Listen attentively Clarify and confirm understanding



WHAT FROM TODAY HAD THE MOST IMPACT?

COMMIT TO ONE CHANGE

#