

# LEADING with HONOR

Leadership Lessons from the Hanoi Hilton



## Coaching: OVER-COMMUNICATE THE MESSAGE

### Lesson 8

The expanded coaching materials are provided to help readers implement the lessons taught in the book. Use them for individual or group development.

---

Clarity is essential in order for people to execute their responsibilities. An objective look at your communication effectiveness will usually reveal that more emphasis and effort will pay significant dividends.

**1. How do your natural traits affect your communications?** After reflection, answer "a" or "b" below as appropriate. Then ask for honest feedback.

a. If your natural personality is more **introverted**

- You may have a tendency to under-communicate. If so, list some specific situation where you could get out of your comfort zone to improve.

---

---

- You may assume others know what you know and think what you think. How can you find out if these assumptions cause problems for your team?

---

---

- What specific steps can you take to over-communicate your messages?

---

---

# LEADING with HONOR

Leadership Lessons from the Hanoi Hilton



b. If your natural personality is more **extroverted**

- You may talk a lot without communicating a clear and focused message. If so, how could you communicate more effectively?

---

---

- Do your people know that you tend to "talk to think" and therefore may express opinions on issues before you have analyzed or committed to them?

---

---

- How could you remind them of this tendency?

---

---

- How would you like your team to adjust to accommodate your need to "think out loud" and what can you do to make this work better for everyone?

---

---

**2. Are you communicating**

- a. a consistent message? \_\_\_\_\_
- b. that is repeated in multiple settings? \_\_\_\_\_
- c. through a variety of media? \_\_\_\_\_

**3. What other changes would you like to make in your communications techniques?**

---

---

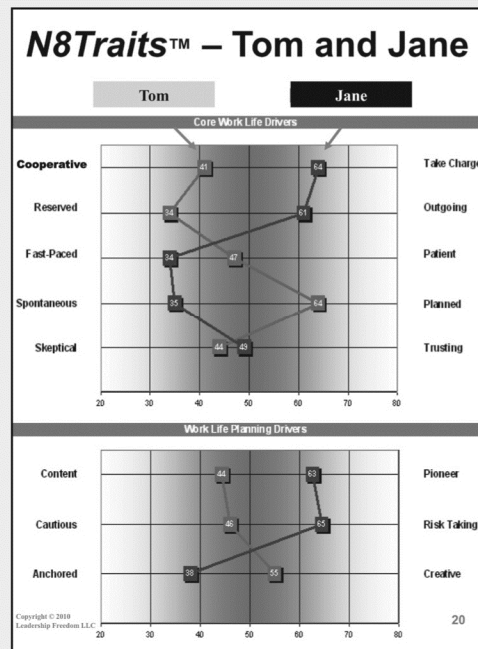
---

## TAKE THE NEXT STEP IN YOUR LEADERSHIP JOURNEY

**LeadingWithHonor.com** has tools and resources to help you and your team lead with honor –

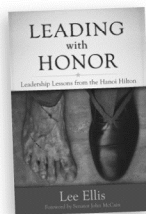
The **N8Traits™ Profile** reveals your authentic self, for working at your very best. You'll discover your natural “go-to” behaviors, providing powerful information for self-management, building relationships, and leading others.

You will discover your strongest behavioral talents and the key influencers you are most likely to use in making leadership and life decisions. The report includes your key strengths and struggles and your relationship essentials. Additionally, you'll receive beneficial suggestions on how to relate to others more effectively to improve your leadership, communications, and teamwork.



For a limited time, **SAVE 10%** when you order a **N8Traits** Assessment!  
Enter Coupon Code **HONOR14** when placing your order.

At **LeadingWithHonor.com**, **FREE** materials are available to dig deeper into the lessons provided in *Leading With Honor* –



- Read helpful articles that you can use for personal study or with your team
- Download more Coaching materials to help you or your team apply *Leading With Honor* lessons
- View more photos of Lee's POW experience

© 2011 Leadership Freedom LLC. *Leading With Honor* and The **N8Traits™** Profile are property of Leadership Freedom LLC. All Rights Reserved. Published by FreedomStar Media.