Leadership Wheel
WHAT IS YOUR DOMINANT STYLE?

Clint Sidle
East

The Visionary

- IDEAS
- PLANNING
- INTUITIVE INTELLIGENCE

“SEEING THE WAY”
**WISDOM**
- Creative, Innovative
- Connects the dots
- Sees the big picture
- Conceptual
- Abstract
- Strategic thinker
- Likes change
- Able to see what’s important

**SHADOW**
- Unfocused
- Over-committed
- Impulsive, addictive
- Lacking follow through
- Inattention to detail
- Easily bored
- Dreamer
- Impractical
- Inspiring, uplifting

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**EAST**

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**CORNELL TEAM & LEADERSHIP CENTER**
The Nurturer

- PROCESS
- CONNECTING
- EMOTIONAL INTELLIGENCE

“AWAKENING THE HEART”
### SOUTH

**WISDOM**
- Emotionally aware
- Empathetic
- Building relationships
- Collaborative
- Team player
- Values driven
- Service oriented
- Good listener
- Good communicator

**SHADOW**
- Overly sensitive
- Take things personally
- Dependence
- Conflict-averse
- Unassertive
- Feels guilty about differences
- Pride
WEST

The Teacher

• FACTS
• ANALYZING
• INTELLECTUAL INTELLIGENCE

“KNOWING THE WORLD”
<table>
<thead>
<tr>
<th>WEST</th>
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</thead>
<tbody>
<tr>
<td><strong>WISDOM</strong></td>
</tr>
<tr>
<td>Intellect<strong>ual Curiosity</strong></td>
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<tr>
<td>Logic, Rationality</td>
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<tr>
<td>Objective</td>
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<tr>
<td>Methodical</td>
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<tr>
<td>Orderly</td>
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<tr>
<td>Present focused</td>
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<tr>
<td>Real, specific</td>
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<tr>
<td>Concrete</td>
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<tr>
<td>Technical Knowledge</td>
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<tr>
<td><strong>SHADOW</strong></td>
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<tr>
<td>Fixated, tight</td>
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<tr>
<td>Rigid, inflexible</td>
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<tr>
<td>Need to be right</td>
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<tr>
<td>Analysis paralysis</td>
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<tr>
<td>Inability to see the big picture</td>
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<tr>
<td>Bogged down in detail</td>
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<tr>
<td>Appears insensitive</td>
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</tbody>
</table>
NORTH

The Warrior

- TASK
- ENACTING
- ACTION INTELLIGENCE

“EMBODYING THE WAY”
NORTH

**WISDOM**
- Task and results
- Courageous
- Willing to take risks
- Drive, ambition
- Authenticity
- Walking the talk
- Strength
- Perseverance
- Discipline

**SHADOW**
- Busyness
- Overly competitive
- Aggressive
- Insensitivity
- Controlling
- Micro-managing
- Bull-dozing
- Ready, fire, aim
The SAGE CENTER

- Awareness
- Optimism
- Agility
- Spiritual Intelligence

“Learning to Learn”
SAGE

**Wisdom**
- Know themselves
- Balance
- Open
- Candid
- Humble
- Strive to grow and develop
- Taking control of destiny
- Turn situations into opportunities
- Patience

**Shadow**
- Complacency
- Victim mentality
- Self Delusion
- Careless
- Blame others
- Self Absorbed
- Feedback bounces off
- Pessimistic
- Unmotivated
Sage
“Learning to Learn”
How do we learn from Experience?
Reflecting

Warrior
“Embodying the way”
How do you take action and follow through?
Doing

Visionary
“Seeing the Way”
What are the strategies for moving forward?
Planning

Teacher
“Knowing the World”
What do we know about the task and situations?
Analyzing

Nurturer
“Awakening the Heart”
How do we relate and work together?
Connecting

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