


FOREWORD BY MARSHALL GOLDSMITH

KASIA WEZOWSKI



LANGUAGE THAT LEADS

Communication Strategies
that Inspire and Engage

A PDF COMPANION TO THE AUDIOBOOK

© 2023 Kasia Wezowski

All rights reserved. No portion of this book may be reproduced, stored in a retrieval system, or transmitted in any form or by any means—electronic, mechanical, photocopy, recording, scanning, or other—except for brief quotations in critical reviews or articles, without the prior written permission of the publisher.

Published by HarperCollins Leadership, an imprint of HarperCollins Focus LLC.

Any internet addresses, phone numbers, or company or product information printed in this book are offered as a resource and are not intended in any way to be or to imply an endorsement by HarperCollins Leadership, nor does HarperCollins Leadership vouch for the existence, content, or services of these sites, phone numbers, companies, or products beyond the life of this book.

Book design by Aubrey Khan, Neuwirth & Associates, Inc.

ISBN 978-1-4002-3660-2 (eBook)

ISBN 978-1-4002-3659-6 (TP)

Library of Congress Control Number: 2023931456

Printed in the United States of America

23 24 25 26 27 LSC 10 9 8 7 6 5 4 3 2 1

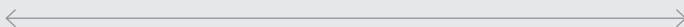
CHAPTER ONE

ADAPTABILITY



ADAPTABILITY SCALE

1 2 3 4 5 6 7 8 9 10

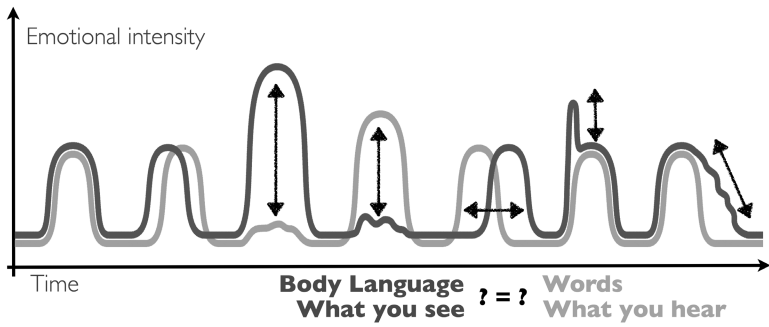


LOW ADAPTABILITY

HIGH ADAPTABILITY

This is a scale you can use to measure the adaptability of yourself and also of each member of your team and then discuss what may need to be improved. For example, if someone on your team frequently experiences strong negative emotions when faced with the unexpected, what tips could you offer to help them improve?

BODY LANGUAGE CONGRUENCY MODEL

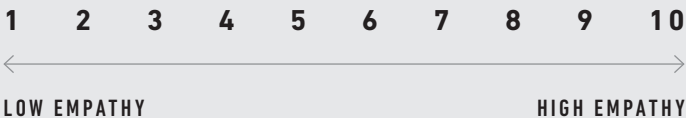


CHAPTER TWO

EMPATHY



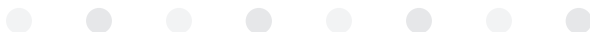
EMPATHY SCALE



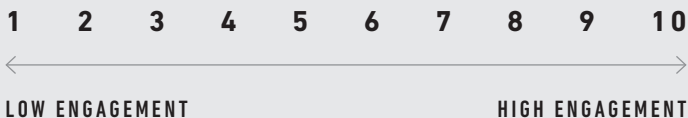
This is a scale you can use to measure the empathy of each member of your team and then discuss what may need to be improved. For example, if Norma was the least empathetic according to group results, what tips can all of you give her to be more empathetic? You can also use this to measure a leader's empathy and give them feedback.

CHAPTER THREE

ENGAGEMENT



ENGAGEMENT SCALE



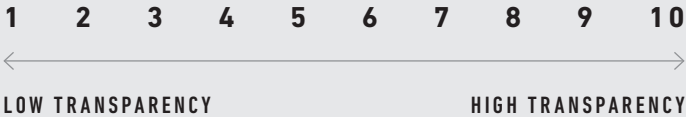
This is a scale you can use to measure the engagement of each member of your team and then discuss what may need to be improved. For example, if Bill was the least engaged according to group results, what tips can all of you give him to be more engaged? You can also use this to measure a leader's engagement and give them feedback.

CHAPTER FOUR

TRANSPARENCY



TRANSPARENCY SCALE



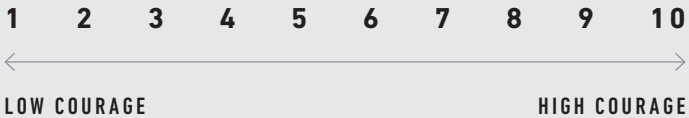
This is a scale you can use to measure the transparency of each member of your team and then discuss what may need to be improved.

CHAPTER FIVE

COURAGE



COURAGE SCALE



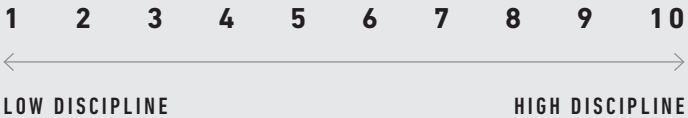
This is a scale you can use to measure the courage of each member of your team and then discuss what may need to be improved.

CHAPTER SIX

DISCIPLINE



DISCIPLINE SCALE



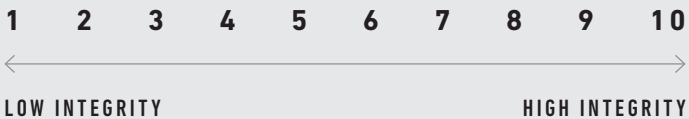
This is a scale you can use to measure the discipline of each member of your team and then discuss what may need to be improved.

CHAPTER SEVEN

INTEGRITY



INTEGRITY SCALE



This is a scale you can use to measure the integrity of each member of your team and then discuss what may need to be improved.

CHAPTER EIGHT

HUMILITY



HUMILITY SCALE

1 2 3 4 5 6 7 8 9 10

←—————→
LOW HUMILITY **HIGH HUMILITY**

This is a scale you can use to measure the humility of each member of your team and then discuss what may need to be improved.

CHAPTER NINE

POSITIVITY



POSITIVITY SCALE



This is a scale you can use to measure the positivity of each member of your team and then discuss what may need to be improved.

CHAPTER TEN

PURPOSE



PURPOSEFULNESS SCALE



This is a scale you can use to measure the purposefulness of each member of your team and then discuss what may need to be improved.