



Connecting with your real feelings

Higher stages of leadership embrace and embody integration of the thinking, feeling and action functions. The majority of business leaders are yet to reach the higher stages of leadership. Often they are overdeveloped in their thinking function and underdeveloped in their feeling function.

It is difficult to think your way into feeling. Allow your bodily response, the tension in your shoulder to speak, the smile on your face to speak for you. The exercises below will help you develop and express your feeling function.

Exercise 1.

Respond fully to these questions drawing on the list of feelings below:

So how am I feeling today...really? (Imagine your listener really cares about the answer)

How do I feel about my life?

How do I feel about my work?

How do I feel about the decisions I have made?

What feelings do I ache for?

Remember!!! This is not a school test – no mandatory single word response. For example, today, as I write this for you, I feel a little tired, very blessed and loved, a bit dreamy, very warm towards the people in my life and very determined!



Exercise 2

Take a look at the feeling words below and notice your immediate response to each one. Do some feeling words seem more readily accessible than others? Breathe into the words and acknowledge that each feeling-state is one you are likely to experience from time to time.

Absorbed		Fierce	Invigorated
Accessible	Deadened	Fiery	Invincible
Afraid	Delighted	Flaky	Invisible
Aggressive	Delirious	Flat	Isolated
Angry	Desire	Flawed	
Anxious	Desired	Flirtatious	Jealous
Apathy	Detached	Floppy	Joyful
Attached	Diagnosed	Free	Judged
Attuned	Dreamy	Fresh	Judgmental
Aware	Disembodied	Friendly	
	Dismissed	Furious	Light
Beautiful	Dismissive		Lost
Blank	Divided	Generous	Lonely
Blessed		Giving	Lost
Bewildered	Empathy	Glamorous	Loveable
Bemused	Empowered	Glorious	Loving
	Empowering	Grandiose	
Carefree	Empty	Grateful	Mad
Careful	Enchanted		Magical
Challenged	Enchanting	Heavy	Manipulated
Cheated	Encumbered	Happy	Mischievous
Coerced	Enraged	Honoured	Mysterious
Committed	Envious	Hypnotised	
Cold	Excited		Nasty
Connected	Excluded	Inferior	Naughty
Critical		Influenced	Neglected
Cut-off	Fantastic	Influential	Neglectful



Normal	Regal	Slow	Treasured
	Regret	Sorry	Trusting
Oblivious	Relieved	Special	Trustworthy
Obnoxious	Remote	Spellbound	
	Resilient	Spiteful	Unaware
Pathetic	Responsible	Still	Unbalanced
Pedantic	Responsive	Stuck	Uncertain
Persuaded	Restless	Stupid	
Persuasive	Revengeful	Supportive	Vague
Playful	Ridiculous	Suspicious	Valued
Powerful	Righteous	Sympathy	Vexed
Present	Rude		Vibrant
Purposeful		Tender	
	Sad	Tense	Warm
Quarrelsome	Seductive	Tight	Wary
Questioning	Separate	Timely	Weary
Quirky	Silly	Tired	Worried
	Sinister	Toxic	
Rebellious	Sloppy	Traumatized	

Exercise 3

I once asked a neighbour how she was. She told me “I’m fine”. I replied “really? You don’t seem so...”. She then chuckled and said “Ah! I forgot that when you ask you really do mean to know how I am”.

Commit for one month to only use the word “fine” when you are discussing the weather – especially if you are English! The English weather will give you ample opportunity I am sure.

Exercise 4

Silently, to yourself, think of someone you care about. Ask yourself why do I love _____? Let yourself feel the whole sense of loving. See if you can find a few words that get at what it is. Allow yourself feel what those words refer to and see if new words and feelings come up.



Exercise 5.

Teach your children, by example, to fully express their feeling-states – it's bad for my business, but good for them!



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