

Understanding Character

Identifying the Real You

Who Are You?

- ◉ Four basic contributors to self-awareness:
 - > Who we think we are
 - > Who we would like to be
 - > Who others think we are
 - > Who we would not like to be



Elements of Character: Positive

- Integrity
 - > Trustworthy
 - > Loyal
 - > Respectful
- Compassion
- Thoughtfulness
- Kindness
- Attitude
 - > Enthusiasm
 - > Helpfulness
 - > Optimism
- Respectful Appearance
 - > Appropriate to the situation

A respectful appearance

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beauty or brand-name clothing

Elements of Character: Negative

- ◉ Deceitfulness
 - > Dishonest
 - > Disloyal
 - > Disrespectful
- ◉ Greediness
- ◉ Impoliteness
- ◉ Intolerance
- ◉ Apathy



- ◉ Attitude
 - > Meanness
 - > Laziness
 - > Pessimism
- ◉ Impatience
- ◉ Disrespectful Appearance
 - > Inappropriate to the situation

First Impressions

Positive	Negative
Smile and handshake	Scowl
Eye contact	Stare
Use person's name	Mumble
Listen attentively	Daydream

Judging Character in Others

DO

- Have an open mind
- Look for obvious characteristics
 - > Lies
 - > Exaggerations
- Look for subtle characteristics
 - > Body language
 - > Attitude
 - > How they treat others

DON'T

- Jump to conclusions
- Base opinions on cultural differences
- Be too trusting of strangers
- “Leap before you look”
- Challenge for the sake of challenging