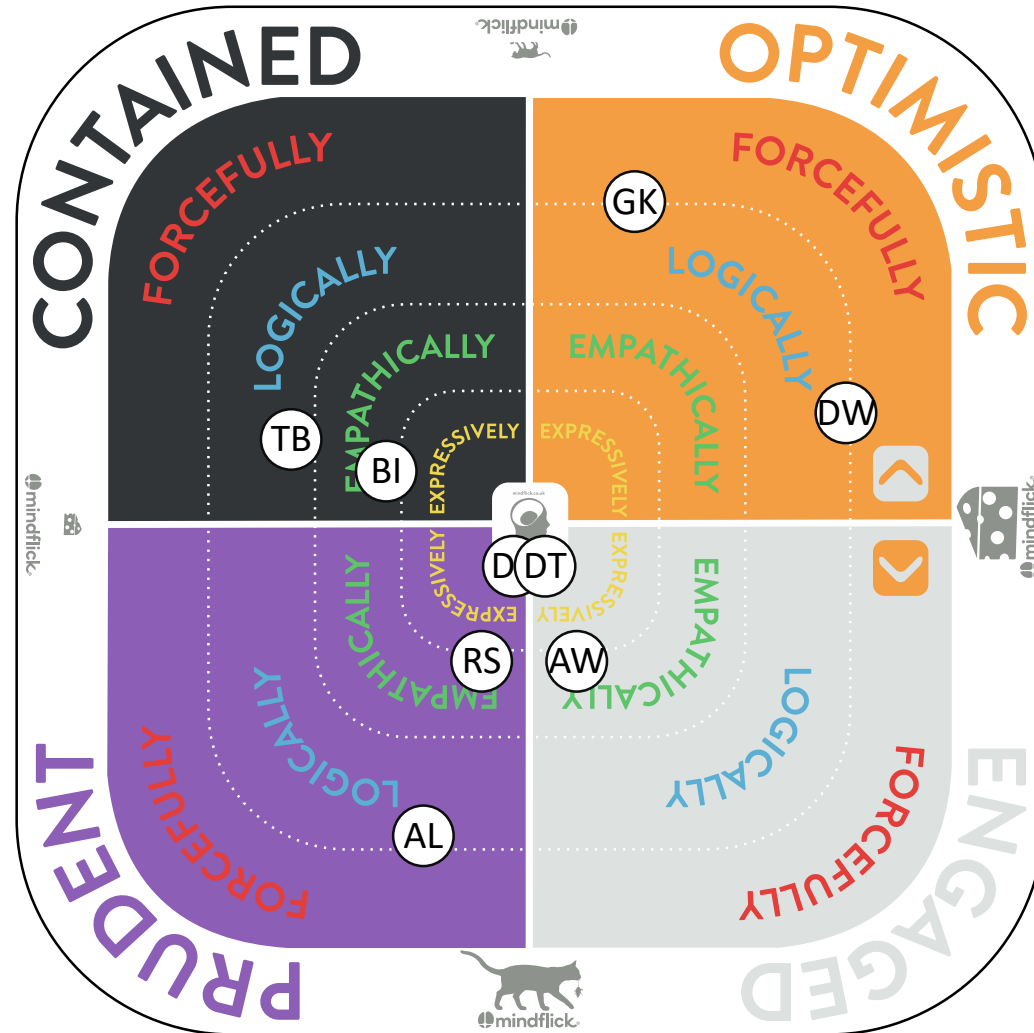
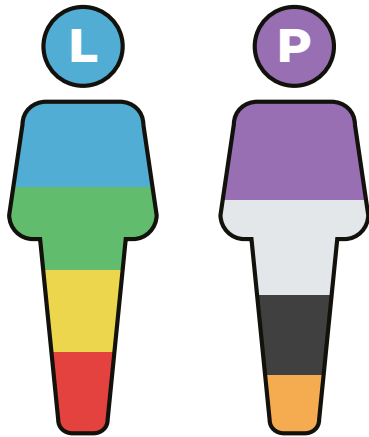
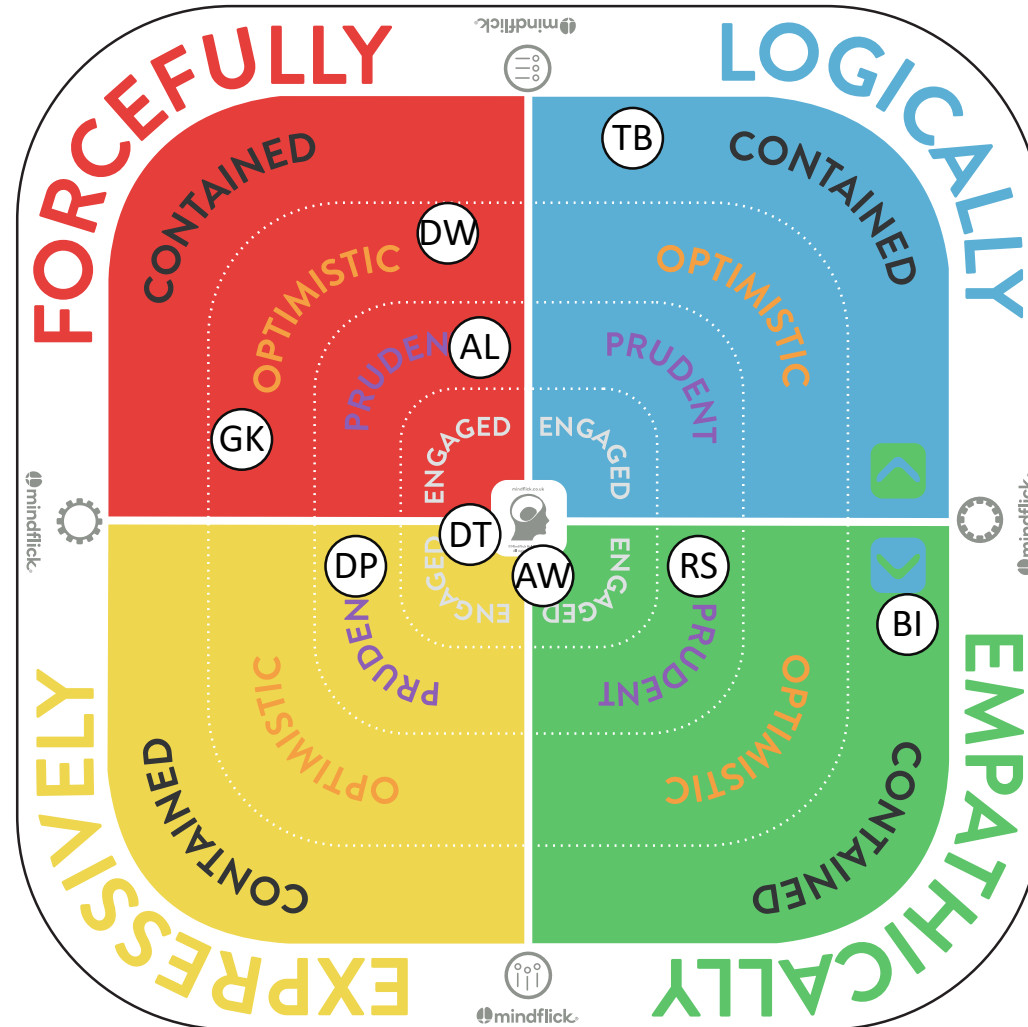
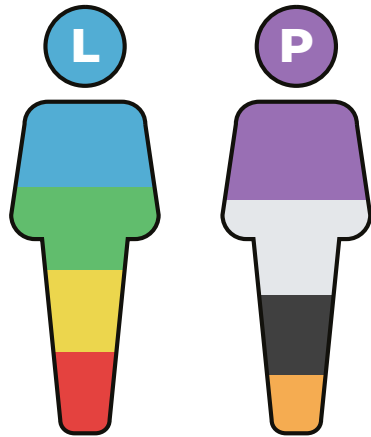


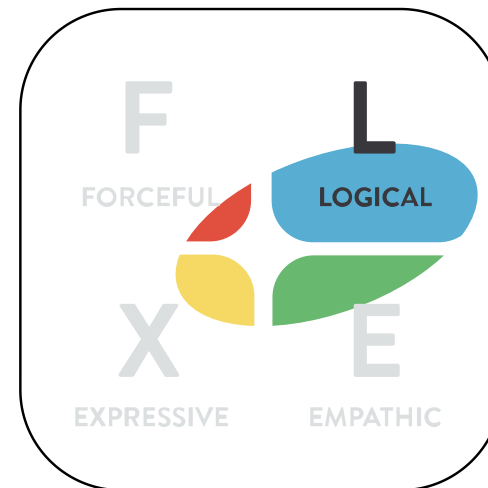
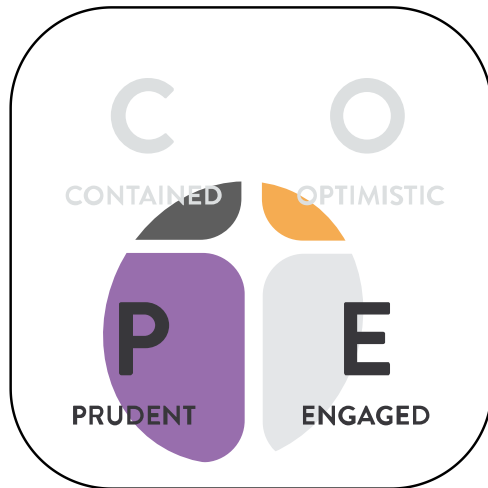
# Team Preferences.



# Team Preferences.



# Team Spotlights.



# Strengths & Take Care.



Based on our collective preferences, the strengths of this team may include:

Being well organised and structured in how we approach tasks

Making sure that any potential mistakes, mishaps or embarrassment are avoided

An analytical and objective approach

Thinking ahead together and taking steps to minimise risk

Asking questions, considering the evidence and logic behind the way we make decisions



In some circumstances, over-playing our collective strengths may result in us:

Failing to prioritise the team's human needs for social interaction and building relationships

Potentially lacking faith in new ideas that are proposed

Questioning or debating everything, failing to get full commitment to final decisions

Being overly conservative

Becoming overly reliant on the need for a plan

# The Empty Chair.



It is famously told that the globally recognized online retailers Amazon have an empty chair at every meet to represent their customer(s). It is a continual reminder to consider the customer's perspective in everything they do.



# Our Empty Chair.

From a performance preference view, the empty chair in this team based on our collective preferences is a **Forcefully Optimistic** perspective. Some questions this perspective might offer in team meetings include:

- What is the goal?
- What is the best possible outcome? What do we need to do to make this happen?
- What opportunities or possibilities could also come from this?
- Are we going quickly enough?
- Are we pushing the boundaries of what's possible?
- What are the positives of the current situation?
- What goal could we set to really stretch ourselves?
- What do we need to address and move forward from now?
- Why is this worth doing?
- What are the big benefits for making an immediate decision?

