



## Self Awareness



Self-awareness is a critical module of your emotional quotient (EQ) and for those who wish to continually develop their capabilities in this area, a close study of the material available within your Sales Career Information Book, will be a great place to start your investigative journey into self-awareness.

Self-awareness is all about getting to know yourself as you really are, as opposed to how you think you are. This level of self-assessment is not always easy for many; however those who make the effort to get to really know themselves, achieve considerable personal growth.

If you find it challenging to self analyse then enrol in one of the many self-help programs available, or request help from a competent life coach who has capable skills in the area of personal analysis and growth.

personal analysis and growth.

**Before you spend any money requesting help in assessing and developing your self-awareness, there are some simple questions which you can ask yourself before getting the ball rolling.**

- **Are there opportunities for improvement in my environment, physical and mental activities?**
- **Have I truly assessed my own limits in my personal and professional life?**
- **Do I cunningly resist change?**
- **Would I like to be managed by a person like me?**
- **Would I enjoy being in a relationship with a person like me?**

If your answers to these questions indicate that there are openings or opportunities for self improvement, then it can be stated that much can be achieved through a closer analysis of the following personal issues:

- **Who are you really?**
- **What do you believe in and why?**
- **What role in life are you presently playing?**
- **What is your great and or dormant potential?**
- **What are your achievable future roles and goals?**
- **What can you do to make sure you fulfil your potential?**

Some of these questions need careful and honest analysis and many will find it a challenge to objectively commit to this type of self-awareness process.

There are several documents available in [our library](#) which can support your quest for self-awareness. You may find the document titled [Emotional Intelligence](#) of particular help.

It will also be of immense help to many to also get to know themselves via an objective analysis of the document called [Temperament Styles](#).

The team at the TISI wish our members constant personal growth, development and self-awareness throughout their sales career and beyond.

**We can all grow significantly by getting to know and respecting ourselves and what we stand for and believe.**

**We must always remember that people are more interested in how much we care than in how much we know.**

**We must then learn all about and care for ourselves before we are capable of caring for others.**

**Have a highly successful, caring and self-aware month.**

**The team at TISI.**

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