

# EXERCISE - THE SELF

**Objective:** Clarify your inner compass to align your commitments with your deepest values, by establishing your list of 3 core values and a non-negotiable breaking point to filter your future partnerships.

## STEP 1 - THE VALUES STRESS TEST

Don't just choose inspiring words. We're going to test their strength.

**Identification:** Choose your 3 core values (e.g., Autonomy, Excellence, Loyalty).

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**The Conflict Scenario:** For each value, imagine a situation where that value costs you money or an opportunity. Example: If your value is "Excellence," would you be willing to refuse a lucrative contract if the client demands a deadline that forces you to do a sloppy job?

**Note:** If you are not willing to lose for a value, it is not a value, it is a preference.

## STEP 2 - TRIGGER MAPPING

Identify what compromises your integrity in stressful situations.

1. **The Signal:** What makes you "shut down" or "explode"? (A condescending tone, a lack of punctuality, a last-minute change?).

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**Style:** In these moments, do you become passive (saying yes when you mean no) or aggressive?

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1. **The Transparency Pivot:** Write a "backup sentence" to catch your breath. Example: "I understand your need for change. To maintain my quality standards, I need to validate my schedule before confirming the new deadline."

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## STEP 3 - THE "UNDER-PROMISED" COMMITMENT

Look at your current to-do list.

**Identify** a promise you made that weighs on you.

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How could you use **transparency** today to realign this expectation?

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**Formulate** a new proposal that guarantees you will "OVER-DELIVER" (deliver more than expected) in the end, even if it requires renegotiating the "UNDER-PROMISED" now.

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