



Checklist 10: Navigating Dominance

This checklist allows you to assess your proficiency and identify areas for improvement in effectively deploying dominance:

Strategic Dominance Deployment:

- Ensuring optimal timing for actions and decisions.
- Choosing battles wisely* to conserve energy and focus on key issues.
- Building coalitions before meetings to strengthen your position.
- Understanding, expanding, and leveraging your sources of power effectively.
- Utilizing factual language to reinforce your statements and proposals.
- Applying a tit-for-tat strategy as needed to maintain balance.
- Dressing strategically to align with your intended goals.

Managing Dominant Personalities Using Kiesler's Pattern Interruption:

- For dealing with a dictator-type personality, disrupt the pattern by being both dominant and cooperative.
- When interacting with a matriarch-type, assert dominance while focusing intensely on the content.
- Mastering the ability to be gentle with the person but firm on the content, effectively balancing interpersonal dynamics.

Personal Development in Dominance:

- Identify and address any limiting beliefs regarding power and influence that may hinder your effectiveness.
- Ensure you are physically poised and confident, which helps project authority.
- Foster environments that encourage critical dissent to avoid the pitfalls of power unchecked.
- Consistently stand by your decisions and follow through on what you commit to doing.