

Case Study 1

City professional: [more accessible](#)

A seasoned City professional who had recently been promoted to a position that placed him in charge of a sizeable team was looking to expand his repertoire of influencing and leadership skills.

Whilst highly respected for his technical knowledge and flair he noticed that he sometimes had problems encouraging his people to open up to him with operational problems; motivating them to get fired up about their jobs had also presented him with problems.

To his surprise, he soon discovered that much of his own drive and energy remained hidden within him and that his tendency to keep his thoughts and feelings to himself not only made him difficult to read but also made people think that he was only interested in them for the results and solutions that they could contribute.