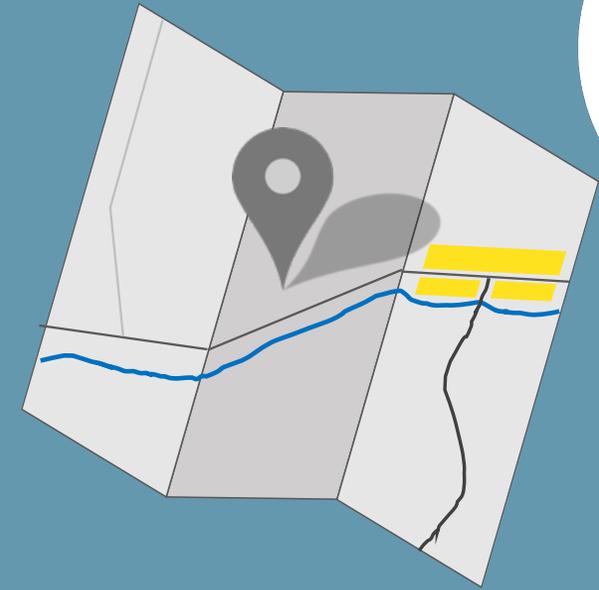


# Consciousness Exercises

Effective communication comes a position of strength. Strength that comes from knowing who you are and how you relate to the world around.

To communicate better with others, begin by knowing yourself better.

Think of your environment as a map. If you want to inspire other people to move towards your goal, you need to know your starting point. Where are you on that map? Your metaphorical location is defined by two broad categories—attributes and states—that affect how you behave.



## Consciousness Exercise 1—Attributes

10-20 min

Your attributes are personal features such as values, beliefs, education, culture and ability. Attributes change slowly, if at all.

This exercise focuses on values, just one part of the attributes that make up who you are.

1. What are your top five values? Values are part of the moral framework that guides our actions. They are not tangible objects (such as money) but the intangible things you hold to be important (such as the autonomy you receive from having money).  
Review the list of values on the next page. Circle those you connect with. Then go through your short list and select the five that are most important to you.
2. How do your top five values show up in your communication, both speaking and listening? Look again at the things you didn't circle on the list of values. How does what you don't value affect how you communicate?
3. Did you find that exercise easy? What did you learn about yourself while completing that process? What was most useful for you in what you discovered?

# Values List

Authenticity

Accountability

Achievement

Adventure

Authority

Autonomy

Balance

Beauty

Boldness

Compassion

Challenge

Citizenship

Community

Competency

Contribution

Courage

Creativity

Curiosity

Determination

Fairness

Faith

Fame

Friendships

Fun

Grace

Growth

Happiness

Honesty

Humour

Influence

Inner Harmony

Integrity

Justice

Kindness

Knowledge

Leadership

Learning

Love

Loyalty

Meaningful Work

Openness

Optimism

Peace

Pleasure

Poise

Popularity

Recognition

Reliability

Reputation

Respect

Responsibility

Security

Self-Respect

Service

Spirituality

Stability

Success

Status

Trustworthiness

Wisdom



# Consciousness Exercise 2—State

15-25 min

You are experiencing each moment in three different states—mental, physical and emotional. Good communication relies on being aware of our states and able to manage them. For this exercise, find a quiet place where you can focus and answer these questions.

1. What is your mental state? What is on your mind? Thoughts come and go all the time. How many are buzzing in your head right now? Which is particularly persistent? What can you do to put that persistent thought to one side? Make some notes about what you've noticed.
2. What is your emotional state? Which of these emotions best describe how you are feeling right now?

Energetic	Lonely	Anxious
Tense	Disappointed	Confused
Happy	Unhappy	Angry
Content	Scared	Frustrated
Proud	Worried	Disgusted
Excited	Doubtful	Offended
Sad	Nervous	Uncomfortable

What did you learn about yourself when reflecting on how you feel? Were you surprised?

3. What is your physical state? Are you hungry, tired or sick? Sit up straight, close your eyes and run your awareness slowly from the top of your head, through your entire body, to your feet. Is anywhere tight or sore? Can you shake that tightness out? Make some notes about what you've noticed.
4. On a scale of 1 to 10, how aware were you of your three states? What can you do to increase your consciousness?

**MENTAL STATE**  
Our Thoughts

**EMOTIONAL STATE**  
Our Feelings

**PHYSICAL STATE**  
Our Body