

RESOURCE 1

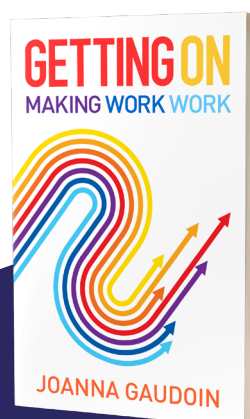
You can't help but impact others

Strength and warmth chart



available at
amazon

and other book retailers



This resource accompanies
Chapter 1 of ***Getting On:
Making work work***



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Strength and warmth chart

Strength



Use this strength and warmth chart to map where you and key colleagues sit on it. You may want to print it and make notes on it. Think through the following questions to help you:

- Where do you sit on the balance of strength and warmth?
- In what situations or with whom does this change – and how?
- Do you think this change is outwardly obvious to others?
- How does it make you feel and what physical changes do you experience?
- Can you think of any people you know who use strength and warmth well?

Strength & warmth from: John Neffinger and Matthew Kohut, *Compelling People: The Hidden Qualities That Make Us Influential*, 2014.

NEXT STEP:

Download Resource 2 which also accompanies
Chapter 1: You can't help but impact others



[Download \(PDF\)](#)



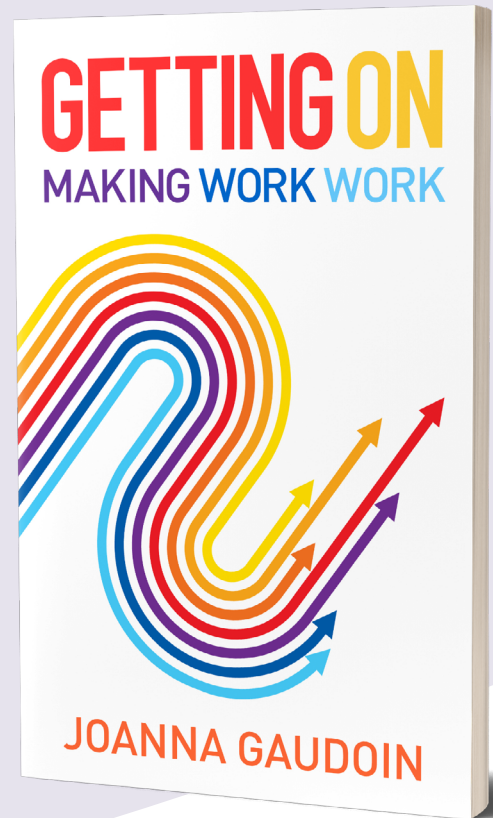
Why I wrote this book

Every day, I work with people to help them navigate the workplace challenges they face, be the best they can be at work and fulfil their career potential – so that work works for them. This book uses that experience to help you take your own steps towards career success.

“We know that excelling on the job, doesn’t mean that a successful career will follow – but we don’t always understand why. In Getting On: Making work work, Joanna reminds us to be rigorous in our self-analysis and hone the skills we need to rev our career engine. It’s pragmatic, thought provoking and encourages self-reflection with valuable insights for everyone, no matter what stage your career.”

Unette Spencer,

Chief of Staff to Executive Vice Chair, Mastercard



About the Author



Joanna has spent more than 10 years working with individuals to help them understand how to blend their technical know-how with ‘softer’ skills to realise career success – either in their existing role, or when looking for new opportunities. Joanna also runs group sessions for organisations and is a regular speaker at events.

To find out more about Joanna and her work:

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