## **BIRKMAN INSIGHTS**

JOHN Q. PUBLIC



## **MANAGING YOUR TIME**

The following statements are generated from your Component Usual, Component Need and Component Stress scores. Carefully read each statement and check the ones that are most significant to you. Remember, a statement appears because it may be significant for you, not because it is significant. Only you can decide which statements are most relevant to you.

Your effective approach to managing your time		
	<b>Focus:</b> <i>Prioritizing:</i> You are most effective when you structure your projects and the projects of other people. Organizing your tasks, sequencing, and assigning priority to them works best for you	
	<b>Focus:</b> <i>Delegating:</i> You have the energy level to handle those tasks which you cannot afford to delegate, and to watch closely or even contribute to those tasks which have been delegated	
	<b>Focus:</b> <i>Delegating:</i> It is fairly easy for you to delegate simple matters: you prefer to exercise more care with, and to take more time deciding how best to handle, those tasks that are more complex or ambiguous	
	<b>Engaging others:</b> You are able to engage key individuals by being direct and straightforward with them about your requirements and your expectations of them	
	<b>Engaging others</b> : You are fairly friendly, but you are able to distinguish between situations that are best addressed by engaging with the team and those times when an individual approach may be more effective	
	<b>Engaging others</b> : You are able to find a balance between facts and logic on the one hand and the emotional component on the other, and to work with one or the other as may be necessary	
	<b>Engaging others:</b> You enjoy moving your attention from one area to another: you can be effective when it comes to multi-tasking	
	<b>Being accountable:</b> You believe strongly in individual accountability: you like to give people the freedom to achieve competitively, but also to be individually answerable for their results	

**Engaging others:** You can be too inclined sometimes to dismiss the need for respect and consideration that some key individuals may have, and this can result in your being too

Your less effective approach to managing your time

direct in your conversations with them

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	<b>Engaging others:</b> Sometimes you can be inclined to dismiss the importance of larger teamor group-based meetings because you underestimate the energy that many people get from group interactions	
	<b>Engaging others:</b> Sometimes you can find it hard to focus your attention. Secondary matters start to acquire a significance for you out of proportion to their real importance	
	<b>Being accountable:</b> Your underlying competitiveness can result in your encouraging individual achievement which can come only at the expense of team-based values	
Increasing your effectiveness		
	<b>Engaging others:</b> It may be necessary to tell people you respect them more often than you think ought to be the case	
	<b>Engaging others:</b> Have someone who can tell you frankly which group sessions or larger meetings you simply should attend, even if you don't want to	
	<b>Engaging others:</b> Let others know that it is OK to interrupt you with important matters even if you don't look particularly happy when it occurs	