



NetPoulSafe

# GET TO KNOW YOURSELF AND YOUR ADVISORS FOR GOOD COLLABORATION



## MAIN KEY POINTS

- **Everybody is different. Everyone has their own characteristics, personality, habits and needs, which is reflected in your type of "beast"\*.**
- **If you need to collaborate intensively in a team (e.g. coaching trajectory), begin with the following exercise with your team members: discuss with each other which type of beast you are by using the image below. Then, use the information of page 2 and 3 to understand how to communicate best to your teammates. Communication that is tailored to another's type of beast is more effective.**
- **By understanding each others' characteristics, how others react and behave, you give the cooperation in the team a good start. It stimulates a good relationship and good communication.**

*\*The nature of the beast distinguishes four 'beasts'. All with their own characteristics, which are typical of our entrepreneurship.*

**Qualities:** Calm, thoughtful, analytical, facts, structure, a deal is a deal.  
**Pitfalls:** Picky, boring, rigid, conservative, certainties.  
**Learnings:** Structured, classroom, by skilled teacher.

**Qualities:** Decisive, confident, overseeing the big picture, prestige, own vision and taking risks.  
**Pitfalls:** Speed, taking too big risks, thinking big, always going for profits.  
**Learnings:** Roosters learn by doing and watching. Under stress, the rooster comes into his own.

**Qualities:** Diligent, hard worker, dedicated, honest, loyal to those around him, modest about own contribution.  
**Pitfalls:** Fanaticism, perfectionism, submissiveness, meddlesome.  
**Learnings:** Bee learns with others and likes to practice a lot.

**Qualities:** Creative, inspiring, enthusiastic, imaginative, positive, looking at the world with wonder.  
**Pitfalls:** Overly optimistic, chaotic, superficial and easily distracted.  
**Learnings:** Butterflies don't learn, they discover. Living and learning are the same for them.

# GET TO KNOW YOURSELF AND YOUR ADVISORS FOR GOOD COLLABORATION

I'm an **owl** and I'm talking to a...



I have analyzed our working method again and I think we should do it a little differently, namely more carefully. After all, the figures show that we will then work more efficiently. What do you think?



How are you doing? Have you been working with each other in the new way? How did it feel? Will we continue to do it this way from now on?



I have the figures here, so you can see that this way of working produces more results. Do you agree with these new arrangements?



I guess you have already tried the new way of working? Isn't it nice? Shall we do it like this from now on?

I'm a **bee** and I'm talking to a...



In my opinion, the appointments in the company are not kept very well. Do you know why? What should we agree on in order to work together better in the company?



I feel that the atmosphere within the company is not so good. What do you think about that? What shall we do about it together?



I feel that things are not going well in the company, the results are lagging behind. What do you want me to do?



How are you doing? Do you feel at home in the company or could the atmosphere be better? Do you have any ideas on how to tackle that?

I'm a **rooster** and I'm talking to a...



We won't make it in time if we don't take the first step with this project now. I've laid out the broad outlines here. Could you make it a detailed plan and indicate when what needs to be done?



I need your help (and that of others). It would be good for everyone if we start this now. Can you also have your piece ready for next week?



This project is not getting off the ground. Nothing is happening. Now if I do this and you are responsible for that part. What result will we achieve?



I feel like nothing is happening around this project. Do you have any ideas to get everyone excited again?

I'm a **butterfly** and I'm talking to a...



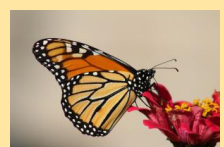
To improve this product, I do have an idea, but it has yet to be worked out in detail. These are the advantages and disadvantages. Would you like to take a closer look at these and make a proposal?



How are you doing? I was walking through the barn the other day and thought of something to make it better for all of us. Shall we take a look together and see how that could be done?



I have an idea for a new task. With it we can make a profit. Will you help me develop this idea?



For marketing this product, I have come up with a whole new idea. How do you feel about this? Maybe it can be done differently? Would you like to send me your ideas?

## For more information:

- NETPOULSAFE project : <https://www.netpoulsafe.eu>

