

# PK Narayanan

CEO Coach

Helping Leaders Shine



As a Coach, PK helps you accelerate your business growth and position your business for long-term success!

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## Clarity is power!

*10 ways to build on clarity for oneself*



## Questions

We always have questions. Queries. Issues that we struggle to find answers for.

In all of these, asking the 'right' question is of great significance.

When we ask the 'right' questions, chances of getting the 'right' answers are high!

### Perceptions

What one 'is' and what one is 'seen as / perceived as' - Can it be (very) different?

Is that gap intentional? To what extent 'perception management' as a strategy can work? With whom?

Should the attempt be to narrow down the gap as one proceeds with life?

Awareness helps...

### Conflicts

It is not necessary for someone else to be wrong for one to be right.

Conflicts seem combative. Is it possible to make it Collaborative? Inclusive?

Is it possible to tune (re-tune) our thoughts, words, approach? Every time?

## Substance

Many a times we witness 'form' assuming dominance over 'substance' - in communication, behaviour, actions, protocols... Sometimes intentional.

What happens when they are aligned?

Should there be a conscious attempt to align them?

### Feedback

Feedback is often viewed through a frame of judgment: Good and bad, Right and wrong - Both by the giver and the receiver.

Emphasis shifts to person, than action.

These frames lead one to be defensive with own view.

If feedback could be offered and received with openness, it becomes part of learning;

Opens up opportunities; Focus shifts to action (than person).

## Character

Is one's character and reputation connected?

Are they the same?

Can it be different?

All the time?

### Brain storming

To be effective, brainstorming needs to be non-judgmental. Every idea needs attention, to be welcomed, captured.

Judgment is the fastest way to shut down the flow of ideas, creativity.

Kill one idea early on, many more will be left unsaid.

Are we non-judgmental during our brainstorming sessions?



When we appreciate, do we appreciate the person, Or the action?

What happens when we appreciate the person, and what happens if we appreciate the action?

Similarly, when we criticise, do we criticise the person, Or the action?

What happens when we criticise the person, and what happens if we criticise the action?

### Taking risks

Courage to undertake risk is a key attribute of a leader.

Clarity in thoughts helps one build courage and risk taking ability.

Businesses grow with leaders who are willing to take (considered, calculated, smart) risks.

It's also important that the leader encourages the team to speak-out about what they see and what they think, as it contributes to deriving clarity and evaluating risks.

It is better to have a Grade B strategy and Grade A execution than the other way around - Michael Porter.

Essence is excellence in execution.

An idea or strategy is only as good as its execution. The balance is crucial.

Do I have an effective balance? Am I focussed enough on both?

**Get started now!**

If You're ready to stop playing small and start seeing extraordinary outcomes  
You're in the right place.

**Get started now!**

**Write to [pk@pknarayanan.com](mailto:pk@pknarayanan.com) to schedule a free 30-minute  
Business Accelerator Session with PK**

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