

**PK Narayanan**

CEO Coach



**Clarity is power!**

*10 ways to build on clarity for oneself*



PK helps you Scale-up your Business,  
Enhance your Leadership Presence and  
Position your Business for Long-term Success!

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## Introduction

The content of this e-book is designed in a way to read and reflect.

Therefore, my request is that the book is read page-by-page and reflected upon; than reading it all at one-go!

Life's toughest issues are not solved by having all the answers, but by asking the right questions - says Marilee Adams.

We always have concerns, problems, 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.

Clarity emerges when we ask the right questions.



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## Chasing clarity

Great Leaders chase Clarity relentlessly, for they know the power of Clarity.

Clarity leads to insights that are relevant.

Clarity leads to appropriate action.



**Brevity**

If I had more time, I would have written a shorter letter - says Mark Twain.

Brevity, using precise, concise words in communication, is key to Leadership.

Brevity helps Leaders communicate effectively, saying truly what needs to be said, with clarity; and demonstrates their respect for those around, and their time.

Am I consciously practicing brevity in my communications?

One of the key success factors for Leaders is to be able to make choices, take decisions in the face of uncertainty. Clarity is needed to make an appropriate choice.

Some decisions at that level may have a complex list of pros and cons. The best way to gain clarity in such contexts is to find one decisive reason to say yes or no.

Often, it's not essential to have more than one reason to do something!

This Single-reason approach can reduce complexity; and bring clarity.

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. Such frames lead one to get defensive with own-view.

When feedback is offered and received with openness, it becomes part of learning; opens up opportunities, possibilities.

Focus shifts to action, than person.



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## Separating signal from noise

Separating signal from the noise is inevitable as a Leader, though it's becoming increasingly difficult.

Signal when picked-up, provides clarity and takes us closer to our goals. Noise is deceptive, distracting and moves us away from where we want to go.

Consciously training oneself to pick-up signal from the noise therefore adds to one's Leadership Presence and effectiveness.



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?

Clarity helps.

Courage to undertake risk is a key attribute of a leader. Clarity in thoughts helps one gather courage and risk-taking ability.

Businesses grow with leaders who take (considered, smart) risks.

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

It is not the hard work that tires people, it is the fog - says Peter Bregman.

True. It's lack of clarity that tires people.

As a leader, clarity for oneself is vital. When the leader has it, the team is likely to get it!

Clarity in thoughts. In words. In action. Clarity is power.

As a Leader, am I chasing clarity?

10:10:10 Rule on decision making brings a perspective while seeking clarity on options available - especially when the solutions are not going to make everyone happy.

It's asking - how would we feel about this decision in 10 minutes from now? Would it (really) matter? and how?

How would we feel about this decision in 10 months from now?

How would we feel about this decision in 10 years from now?

Instantly, the options and choices become a lot clearer; and anxieties associated with the decision making appear less worth stressing about.



scale-up  
with **PK**

**PK Narayanan, CEO Coach**

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You're in the right place.

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