

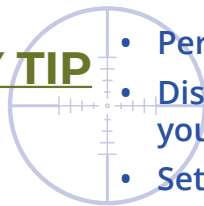
# BEARING EXERCISE

## DESCRIBE YOURSELF


## WHAT OTHERS SEE


## IMPROVEMENT PLAN


### GUNNY TIP



- Perception is Reality
- Discipline your exterior to reflect your internal thoughts and attitudes
- Set a high standard of physical appearance and demeanor

### DANGER



### BEWARE THE HIGH HORSE

Hold yourself to a higher standard than what is expected of you, but don't seek to elevate yourself over others.

***“EVERY ACTION IN THE COMPANY OF OTHERS OUGHT TO BE DONE WITH SOME SIGN OF RESPECT TO THOSE PRESENT.”***  
**–GEORGE WASHINGTON**

# BEARING RESOURCES

- Read the gray box about self-control on pages 57 and 58, and the gray box on pg 59 at <http://usacac.army.mil/cac2/Repository/Materials/fm6-22.pdf>
  - Notice the responses that took place from the subordinates of those two contrasting leaders. Write down three ways in which you view your immediate supervisor based on their bearing. For example, you may view them as impatient, demanding and terse, or kind, teaching/mentoring, and gracious.
  - Now write down how your bearing and the example you set affects how others perceive you. Ask your subordinates, peers, and friends how they view you based on your conduct. Write down their responses.
  - Group their responses together under a “negative” column and a “positive” column. If you have a roughly equal number of words in each column, or more in the “negative” column, then your bearing needs to be improved.
  - Develop a plan of action to specifically address the words in the negative column. For example, if you were told that you’re “impatient” five times, then work on being more patient. If you have “unapproachable” as a word, you could make an effort to reach out to your peers or subordinates at least once each morning and once each afternoon with greetings or questions about how their day is going.
- Read <http://rainbows.typepad.com/blog/2011/03/executive-bearing-presence-arceil-thomas-lee-impact-importance-leader-leadership.html>
  - Identify all of the cornerstones that you feel you are the weakest in. Develop a plan using some of the provided examples to improve in those areas.
- Write down what you’ve done to improve and the lessons learned each week. Do so for one month and summarize your greatest gains. Write them down and take them to your supervisor during your next evaluation.
- In a 1998 study conducted by Gilbert, Hanom, and Lowe, smokers were consistently rated lower than non-smokers on their dependability, ability to work with others, and bearing. Other studies have shown people who are perceived as “fit” as more capable than those perceived as “heavy”, even in jobs that do not require much physical stamina or dexterity. Whether we like it or not, our personal physical appearance and demeanor directly affect how others view us professionally.
  - Write a list of elements of your personal life that may have an adverse effect on your professional bearing. Develop specific goals to remove any negative behaviors, or change negative perceptions.
- Read <https://www.dol.gov/odep/topics/youth/softskills/Professionalism.pdf>
  - Choose four of the exercises and complete them on your own or with your peers.
  - Write down how any of your perceptions may have changed and any other lessons learned.
- Read <http://smallbusiness.chron.com/10-characteristics-professionalism-708.html>
  - Write down which of the 10 characteristics you are weakest in and develop a plan to improve. Log the results of those plans after a month and share the improvements with your supervisor.