

# *Secrets of ....* **How To Behave in an All Male Team**

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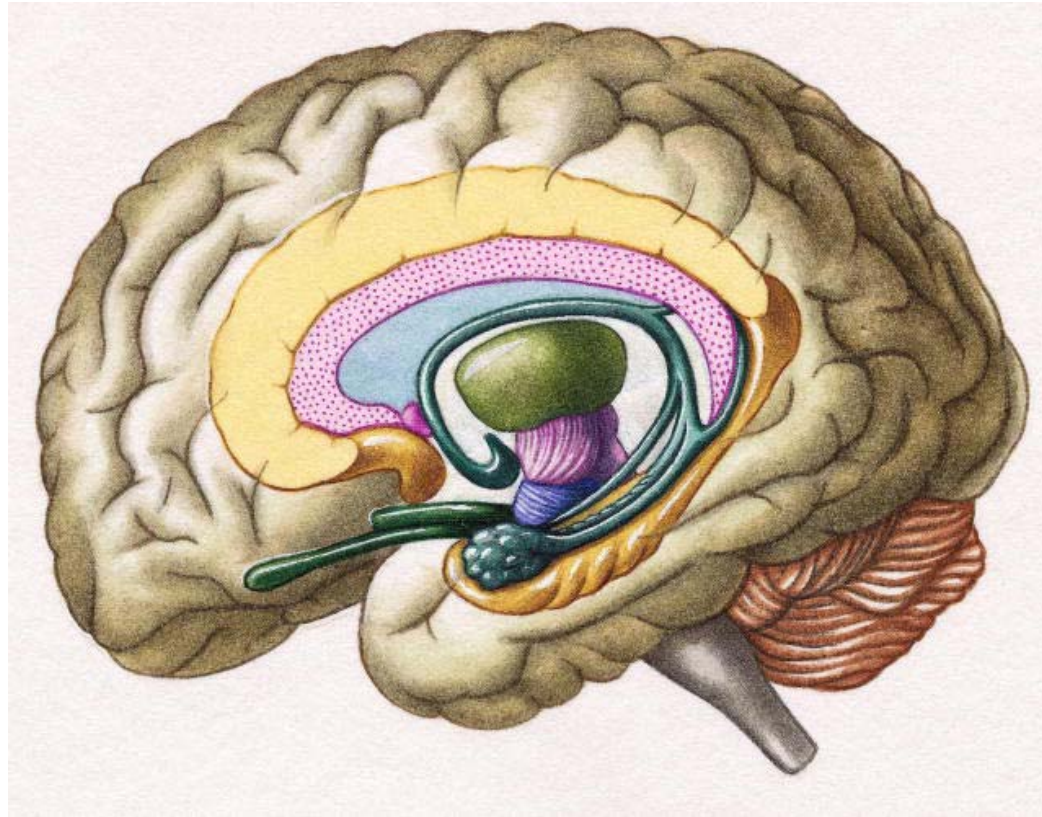
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# Overview

Introduction  
Our Wiring  
Thinking Styles  
Implications ...  
GenderStyles™  
Conclusion

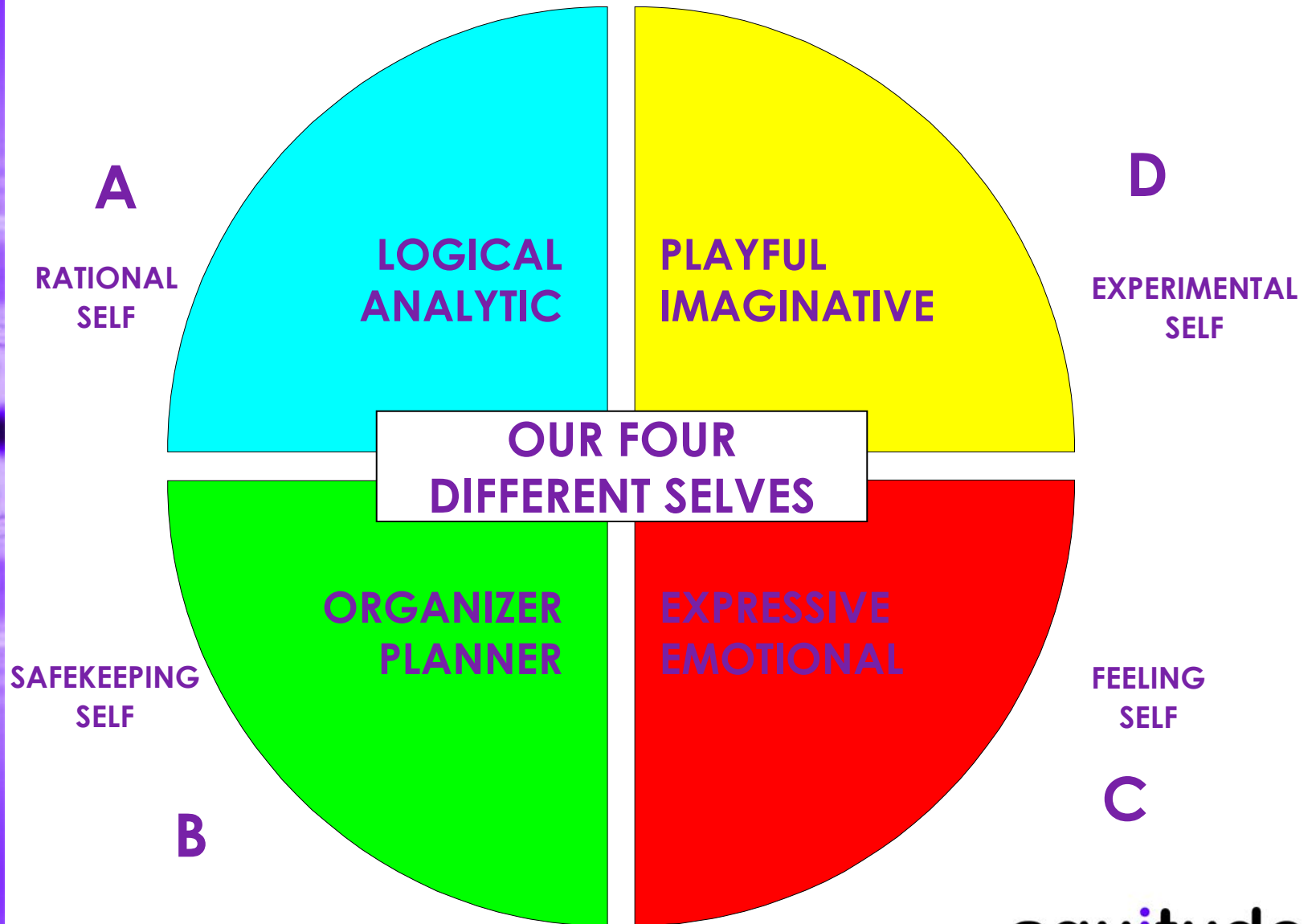
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# Our Wiring....



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# Our Four Different Selves



# Average Thinking Styles for Males & Females

**A**  
Upper Left

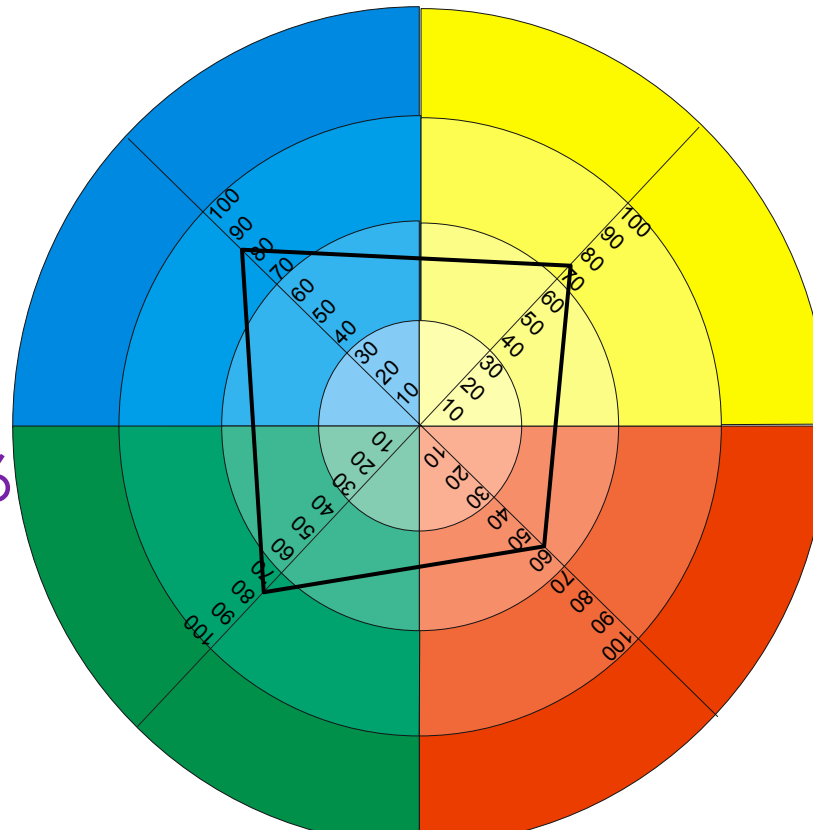
Problem solver  
Mathematical  
Technical  
Analyzer  
Logical

**D**  
Upper right

Conceptualizer  
Imaginative  
Synthesizer  
Artistic  
Holistic

Males:  
292,576

Females:  
215,730



**N=508,306**

**B**  
Lower Left

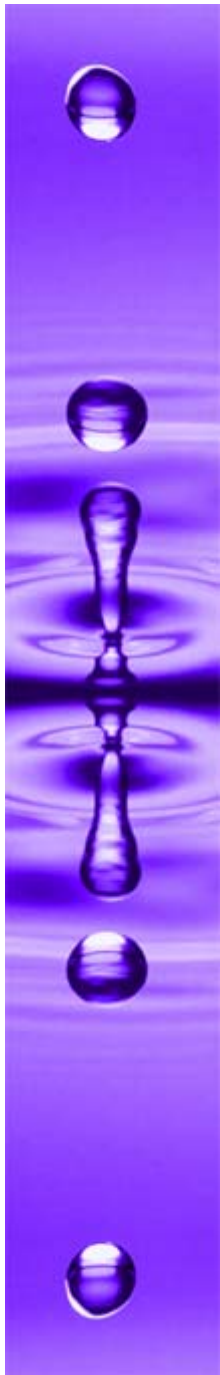
Planner  
Controlled  
Conservative  
Organizational  
Administrative

**C**  
Lower Right

Talker  
Musical  
Spiritual  
Emotional  
Interpersonal

Source: Herrmann International Database

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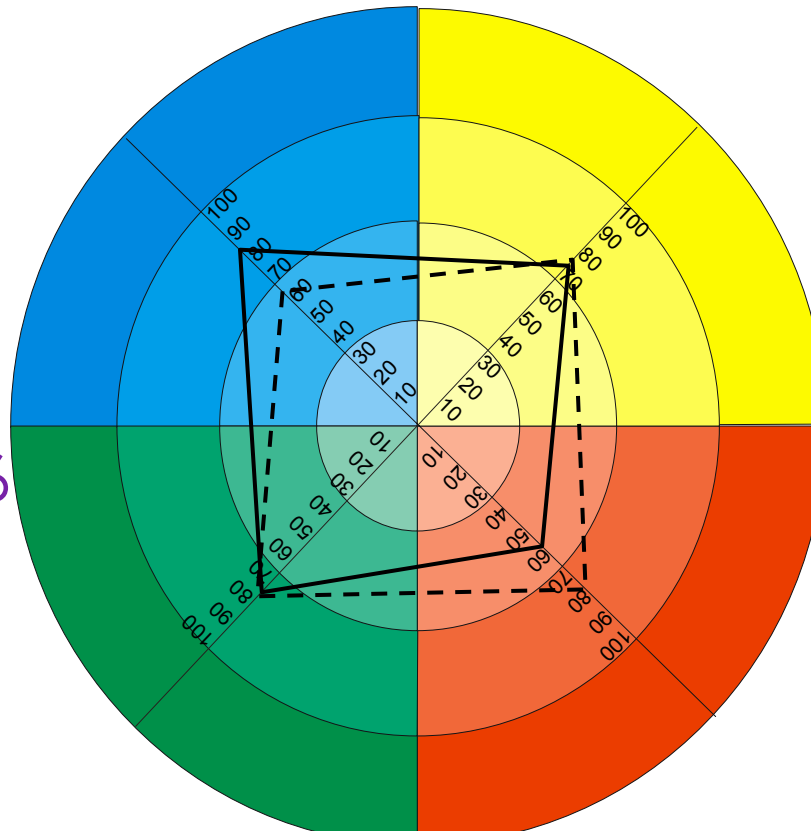
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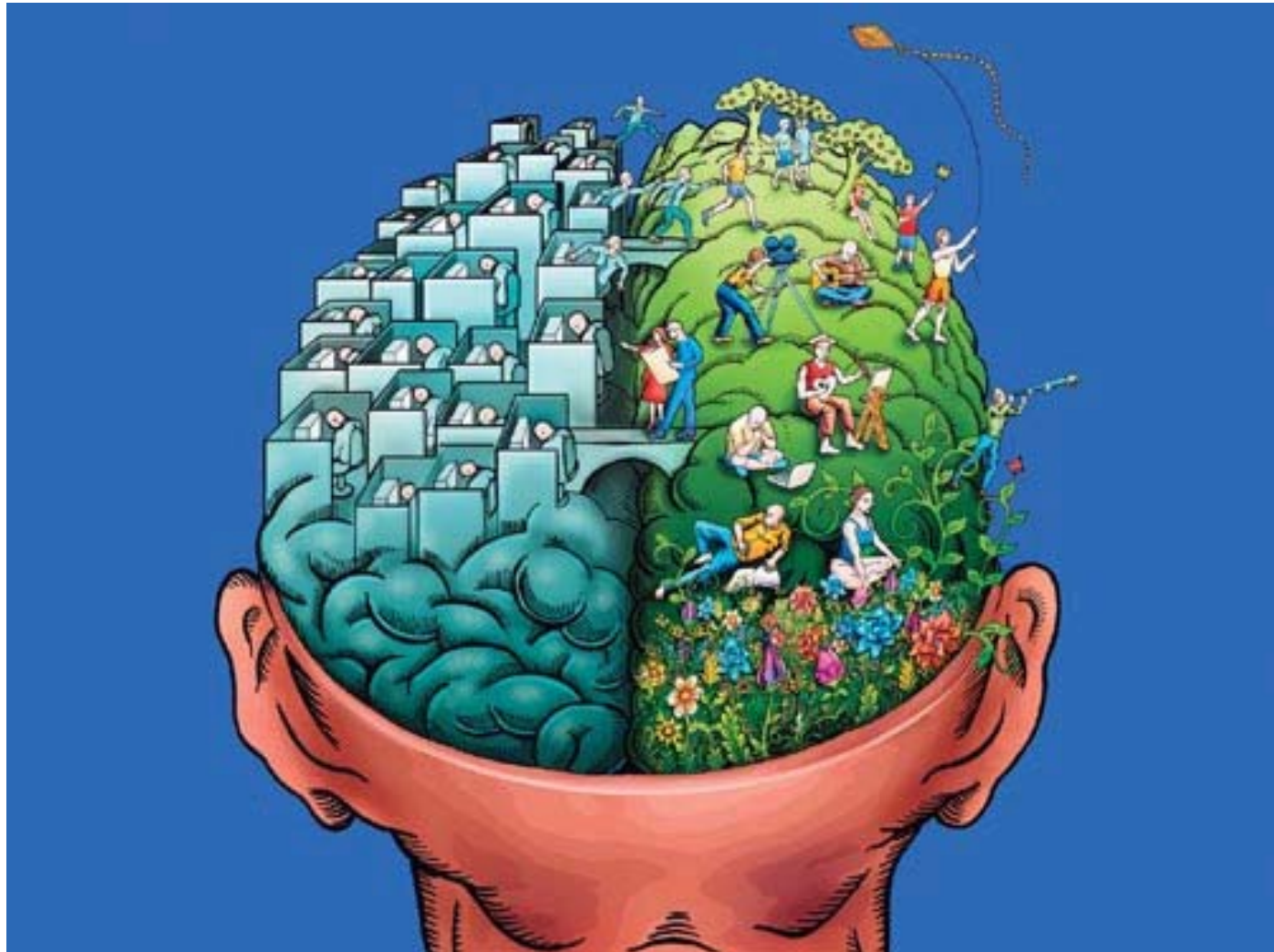
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Source: Herrmann International Database

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# Implications:...



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# GenderStyles™ : The Game of Business

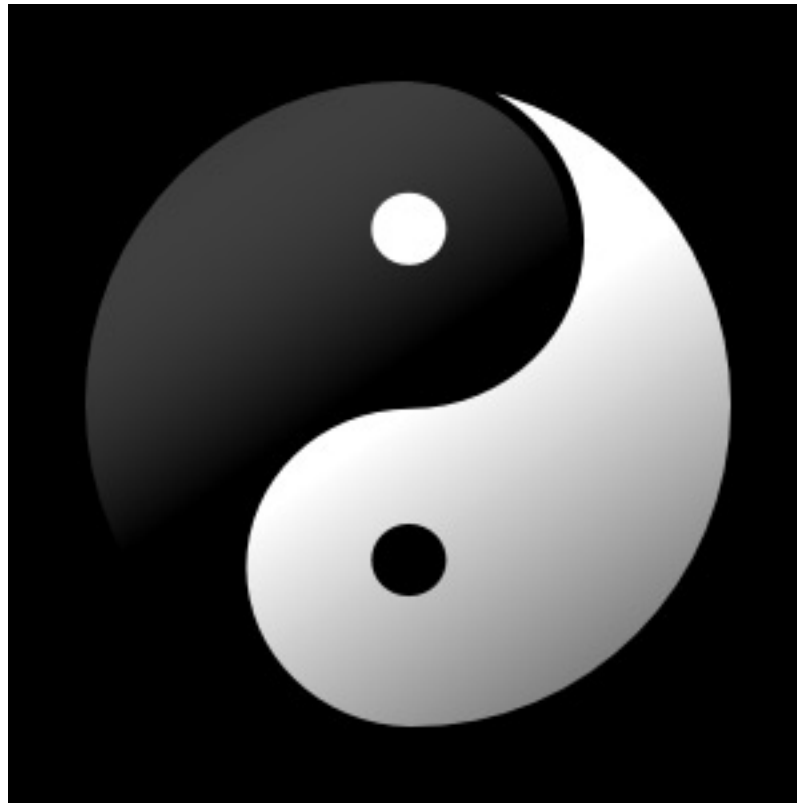
- Competition and winning: WINNING is key
- Do as the team leader says
- The team performs set tasks: no negotiating
- Being a leader = assertion and decisiveness
- We will win!...
- At all times; jump means jump!
- If decision is made, go with it; jump in to question only when it is still in debate
- Breathe in, take up space, be bold; avoid questioning tones



# GendersStyles™: The Game of Business

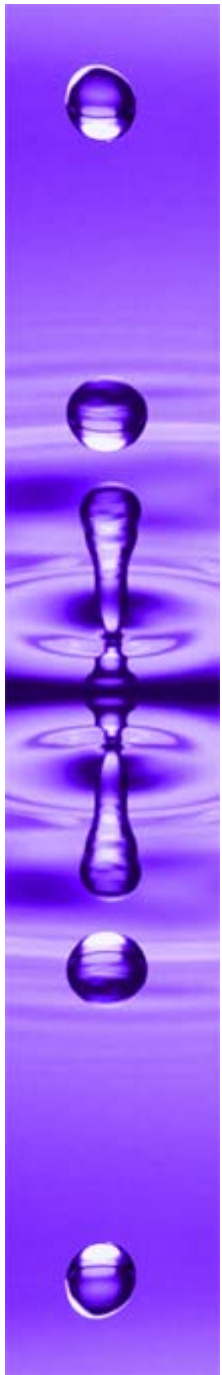
- Set goals and stay focused
- Watch the multi-tasking; if want to do it, don't show it!
- Power Language: bantering and belly rumbling are part of the game
- Don't be intimidated; remind yourself it is part of the act
- Power Moves and Networks: the old boys are around
- Join them when you can; suggest meeting up with them informally; ask for opinion and advise
- It is NOT personal: it's a game
- Don't take things personally; if they have a go, it is not with you

# Whole-Brain Leadership: Cross-cultural Management



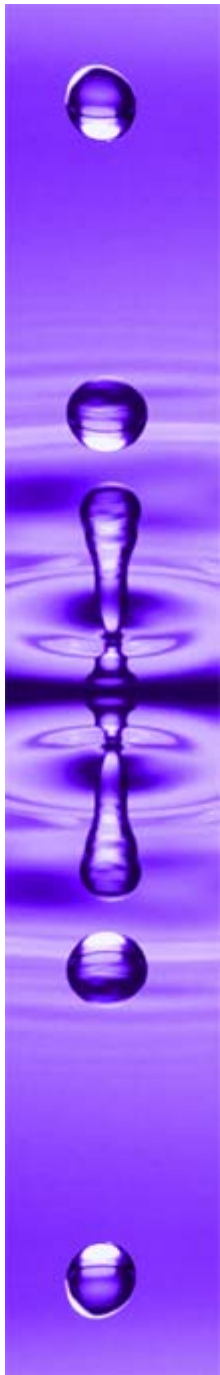
Understanding and Embracing Differences

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# Conclusion

- Leverage cross-cultural understanding: flex your style
- Embrace visibility and risk
- Be authentic
- Seek mentorship from both male and female mentors
- Embrace Diversity... of Thought



Do you want to know your individual  
Whole Brain Preferences?

***Enter the Competition!***

***Win an assessment and 1-to-1 coaching session.***

***Add your Business Card or contact details  
In the bowl on the Women in Technology Table***

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