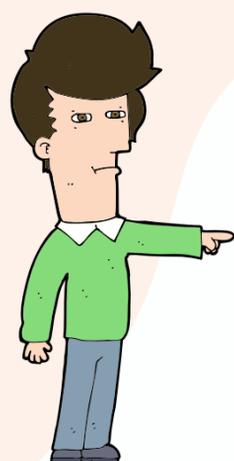




10 SIGNS YOU LACK SELF-AWARENESS



01

BLAME OTHERS FOR MISTAKES

Sales managers who lack self-awareness praise themselves when things go well but make excuses and blame others when things don't.

02

AVOID TAKING RESPONSIBILITY

Self-aware sales leaders know when they make mistakes and take full responsibility for them. Leaders with low self-awareness don't.



03

EMOTIONALLY OVER-REACT

Outbursts, mood swings, quick to anger—these are all telltale signs that someone lacks self-awareness and has little emotional control.



04

DEPENDENT ON APPROVAL OF OTHERS

Sales managers and leaders that are constantly seeking the approval of others not only lack self-awareness, but self-belief, and self-reliance.



05

ARE NEVER SATISFIED

Those who are always unsatisfied don't know what they want out of life and are not in touch with what motivates them to perform. They tend to float through life, lacking awareness of their goals and dreams.



06

NOT OPEN TO FEEDBACK

Defending oneself against critical feedback, rather than hearing it out objectively, is a sign that a sales manager lacks self-awareness.



07

TEND TO MICROMANAGE

While micromanaging is something we all unconsciously do from time to time, leaders who constantly micromanage show a sign of low self-awareness.



08

CAN'T LAUGH AT THEMSELVES

People who can joke at their expense exhibit greater levels of 'emotional well-being,' while individuals who can't laugh at themselves display a serious sign of low self-awareness.



09

HIGHLY CRITICAL OF OTHERS

Those who bad-mouth and constantly find fault in others tend to have deep insecurities. Their need to boost their own ego by putting others down blinds them from how it makes other feel.



10

KEEP MAKING THE SAME MISTAKES

People who learn from their mistakes can change to produce a better outcome, while those with low self-awareness don't see their mistakes and are therefore doomed to repeat them.

