

Vulnerability & Personality

“Me, myself and others”

Jessica Folkes



Definitions of Vulnerability



**KICK
OFF**

“The quality or state of being exposed to the possibility of being attacked or harmed, either physically or emotionally.”
(OED, UK)

“Capable of being physically or emotionally wounded; open to attack or damage.”
(Merriam Webster, US)

“Uncertainty, risk and emotional exposure.”
(Brené Brown)





**KICK
OFF**

6 Myths of Vulnerability

1. Vulnerability is weakness
2. I don't do vulnerability
3. I can go it alone
4. You can engineer the uncertainty and discomfort out of vulnerability
5. Trust comes before vulnerability
6. Vulnerability is disclosure



Process Communication Model



	Talents	Vulnerability	Armour	Gifts
Harmonizer	Feelings	Do you like me?	Pleasing	Connection
Thinker	Thoughts	Am I prepared?	Perfectionism	Worth
Persister	Opinions	Can I trust you?	Criticism	Hope
Promoter	Actions	Are you with me?	Cynicism	Intimacy
Rebel	Reactions	Am I responsible?	Blaming	Accountability
Imaginer	Reflection	Am I wanted?	Withdrawing	Autonomy





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OFF**

“A leader, first and foremost, is human.
Only when we have the strength to show
our vulnerability can we truly lead.”

Simon Sinek

