

Always putting
 **People first**

Examples include:

- > Listening, understanding and responding
- > Treating everyone with dignity, respect and consideration
- > Supporting each other - working as a team
- > Recognising, encouraging and acknowledging achievements

Barriers could include:

- > Disinterested/distracted
- > Negative towards colleagues
- > Purely "Me" focused
- > Part of a blame culture

Always being
 **Collaborative**

Examples include:

- > Being proactive and positive
- > Working with all partners for win-win results
- > Making decisions together
- > Providing flexible solutions - for students, universities and suppliers
- > Sharing professional learning

Barriers could include:

- > Not taking account of other's views
- > Not showing interest in those around you
- > Being negative towards colleagues
- > Being problem not solution-focussed

Always seeking
 **Innovation**

Examples include:

- > Thinking outside the box
- > Being proactive and open to change
- > Being adaptable and on the front foot
- > Using initiative and being forward thinking

Barriers could include:

- > Not discouraging or challenging those who blame
- > Preventing initiative and innovation
- > Being resistant to change
- > Not seeing the bigger picture

Always delivering
 **Excellence**

Examples include:

- > Going above and beyond
- > Exceeding customers' expectations
- > Taking pride in your work
- > Leading by example
- > Supporting university aspirations
- > Putting yourself in the customers' shoes
- > Inspiring confidence
- > Producing top quality work

Barriers could include:

- > Not wanting to see FX Plus thrive
- > Not supporting a positive, 'can do' culture
- > Not supporting colleagues
- > Just doing the minimum

Always with
 **Integrity**

Examples include:

- > Building a sense of shared purpose across the team
- > Being fair, honest and trustworthy
- > Doing what we say we will do
- > Being inclusive
- > Resolving disagreements professionally

Barriers could include:

- > Being unhelpful or intentionally vague
- > Not taking responsibility
- > Working to hidden agendas
- > Being defensive
- > Not sharing information