#### the leadership passage

## How do you become a great leader?

what has changed?





five steps of leading

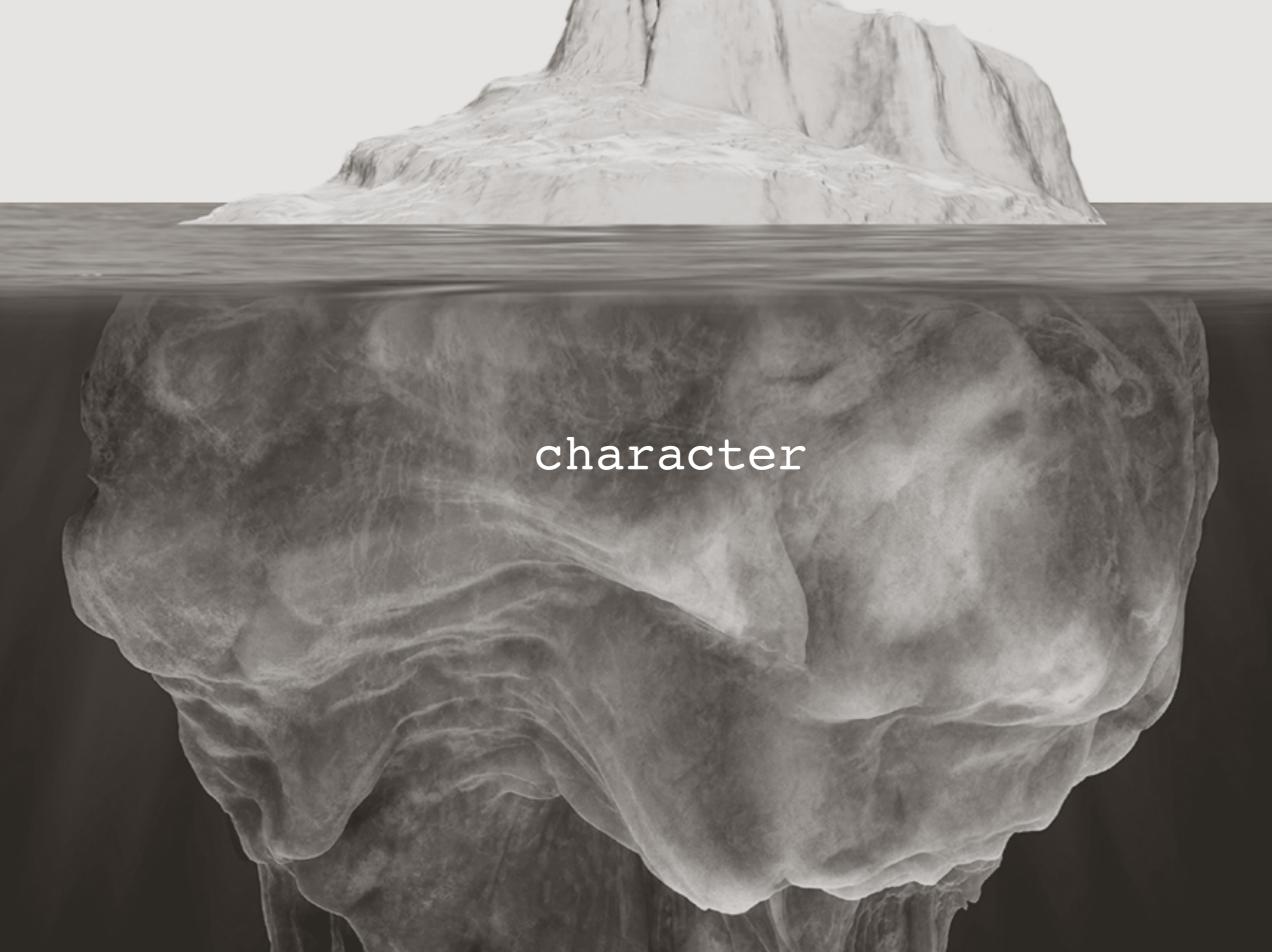
### character talent trust teams

courage

five steps of leading

#### skills

#### character



- <u>By themselves, character and</u> <u>integrity do not accomplish</u> <u>anything. But their absence faults</u> <u>everything else.</u>
- Quality of character doesn't make a leader, but the lack of it flaws the entire process.

#### peter drucker

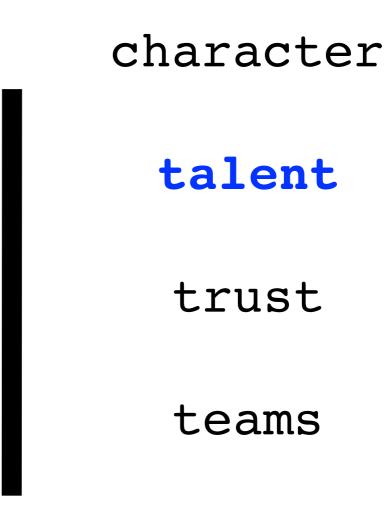


#### 100 most significant people in history

- 1 Jesus
- 2 Napoleon
- 3 Muhammad
- 4 William Shakespeare
- 5 Abraham Lincoln
- 6 George Washington
- 7 Adolf Hitler
- 8 Aristotle
- 9 Alexander the Great
- 10 Thomas Jefferson
- 19 Albert Einstein
- 23 Theodore Roosevelt
- 28 Ulysses S. Grant
- 32 Ronald Reagan







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#### Strengths Domains THE #1 WALL STREET JOURNAL BESTSELLER Teams should be well-rounded precisely because we, as individuals, are not. Includes a NEW & UPGRADED Edition of the Online Test from Gallup's NOW, DISCOVER YOUR STRENGTHS Influencing Activator, Command, Communication, Competition, Maximizer, Self-Assurance, Significance, WOO How an individual moves others to action. Interpersonal strengths that enable a person to impact or influence others in powerful ways by taking charge, speaking up, and Relationship making sure ideas are heard, Building inside and outside a group. Executing **STRENGTHS** Adaptability, Connectedness, Developer, Empathy, Harmony, Achiever, Arranger, Belief, Includer, Individualization, Consistency, Deliberative, Positivity, Relator Discipline, Focus, How a person builds connections Responsibility, Restorative with others, including interpersonal FINDER 2.0 What pushes an individual towards bonding, forming deeply results. Motivational strengths that meaningful and close personal generate and focus energy to relationships. In teams, these achieve and accomplish a lot, for themes are the "essential glue that themselves and their teams. holds a team together," creating How a person analyzes groups that are greater than the the world. Strengths of sum of their parts. perception, organization, and information processing that produce lifelong learners and help teams make better decisions. They help us focus on what could be, stretching our thinking for the future. Analytical, Context, Futuristic, Ideation, Input, Intellection, Learner, Strategic Strategic #1 New York Times Bestselling Author Thinking TOM RATH

#### The Nine Strengths Roles







ADVISOR

CONNECTOR

CREATOR



EQUALIZER



INFLUENCER

PIONEER



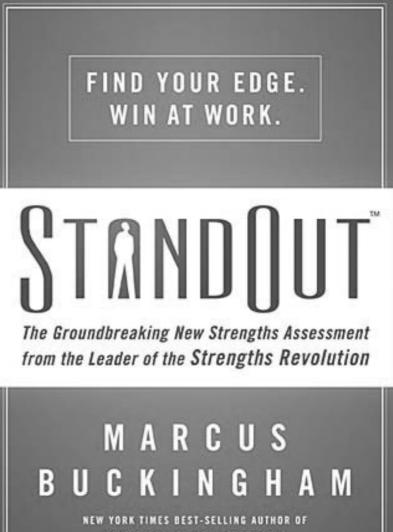
PROVIDER



STIMULATOR



TEACHER



NEW YORK TIMES BEST-SELLING AUTHOR OF NOW, DISCOVER YOUR STRENGTHS, THE BOOK THAT LAUNCHED STRENGTHSFINDER

### www.l23test.com

see and shape the future

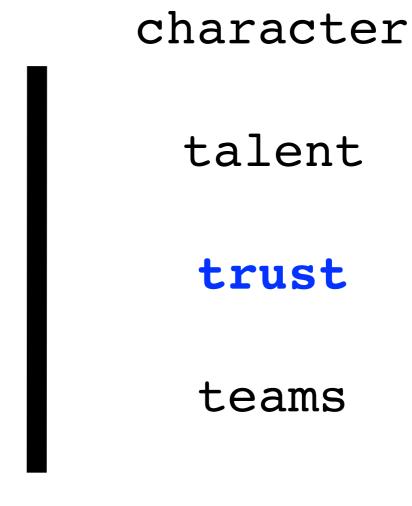
engage and develop others

reinvent continuously

value results and relationshps

embody the values

#### serve



five steps of leading

courage

#### building relationships of trust



#### trust

### your hope your sorrow

your story

#### your story your story

the impact of your story



where did you grow up?

brothers and sisters?

mom and dad?

what was one of the most difficult things you had to overcome growing up?

#### your story

### hope

steady hope,
a hope that will
never disappoint
you

right place will produce contentment in your heart hope deferred will produce

hope in the

a sick heart

finding that hope



#### SOTIOW

what sorrow did you wake up with this morning on your mind?





#### trust

### your hope your sorrow

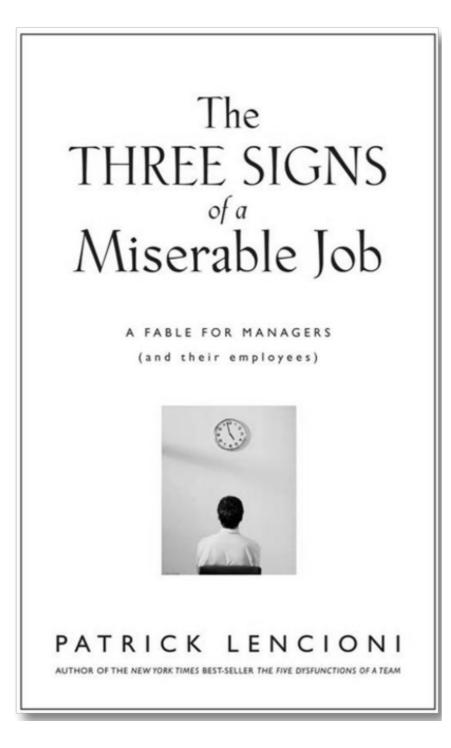
your story

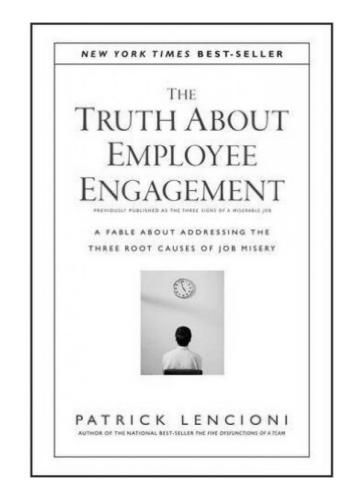
#### you will not trust someone you do not know

# you will not work with someone you do not trust

you should not work with someone you do not trust

#### trust







Anonymity

Irrelevance

Immeasurement



#### Anonymity

"no one knows me"
People cannot be fulfilled
in their work if they are
not known. All human beings
need to be understood and
appreciated for their
unique qualities by someone
in a position of authority.



#### Irrelevance

#### "my job matters"

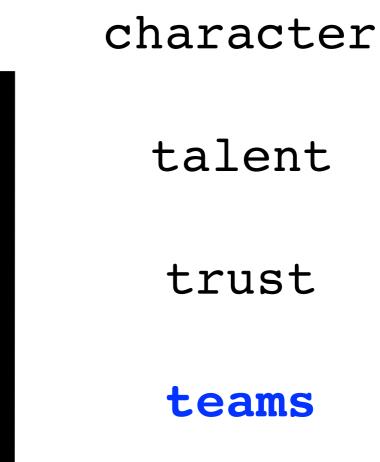
Everyone needs to know that their job matters, to someone. Anyone. Without seeing a connection between the work and the satisfaction of another person or group of people, an employee simply will not find lasting fulfillment.



#### Immeasurement

#### "how do i know if did i did a good job today"

Employees need to be able to gauge their progress and level of contribution for themselves. They cannot be fulfilled in their work if their success depends on the opinions or whims of another person.



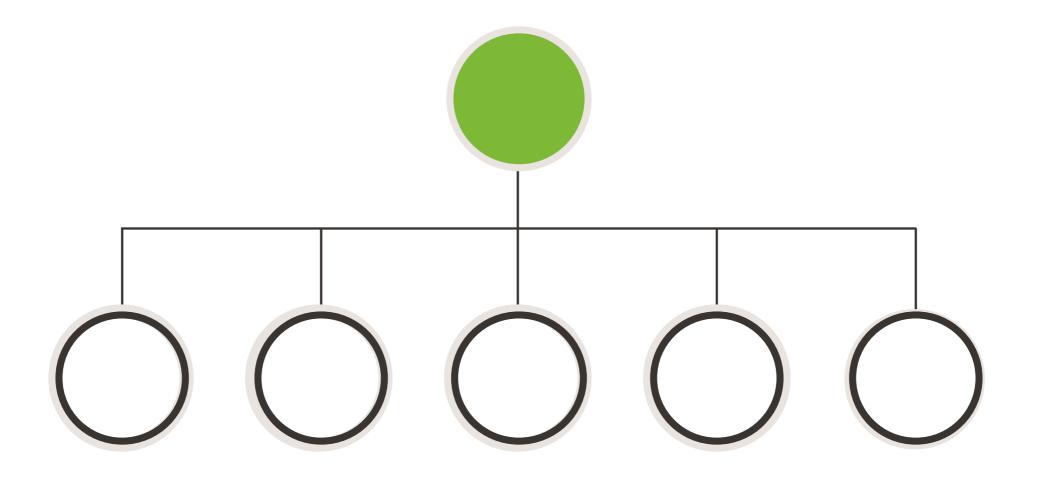
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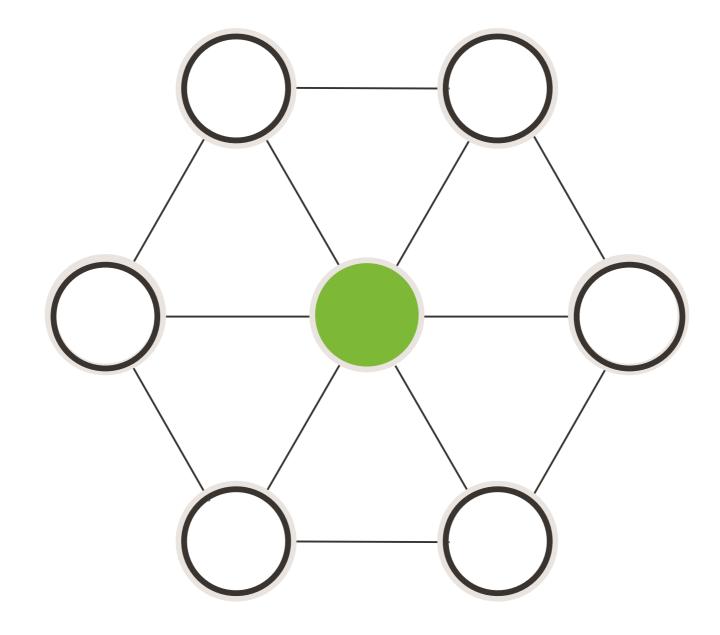
We define a team as a group of people working together towards a common goal.

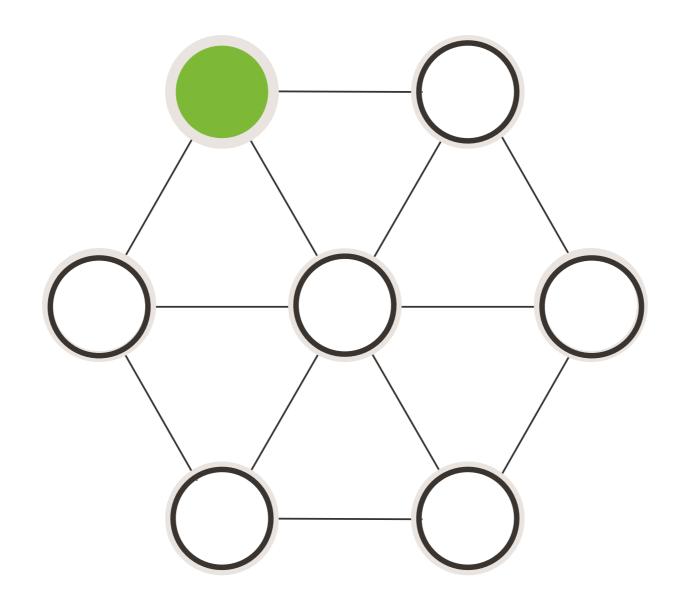


## command and control

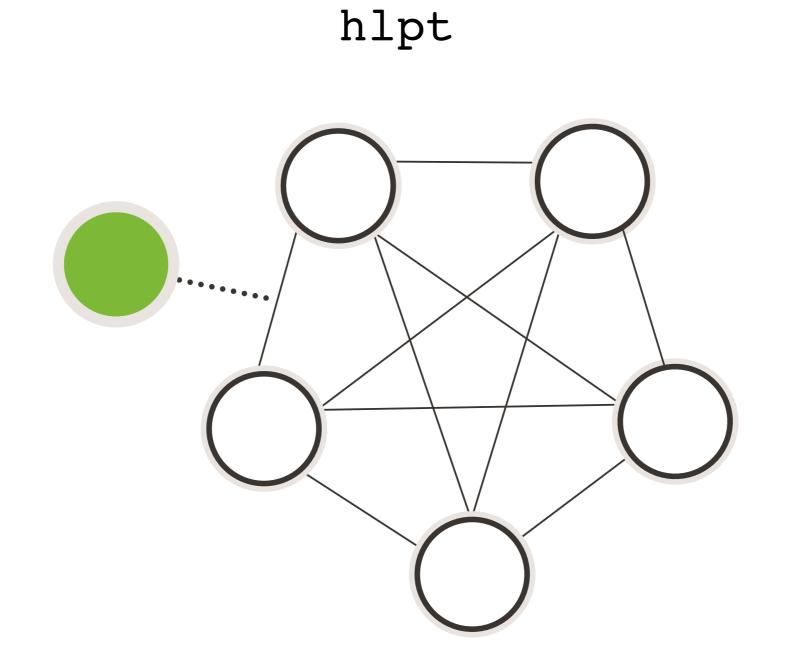


## quarterback

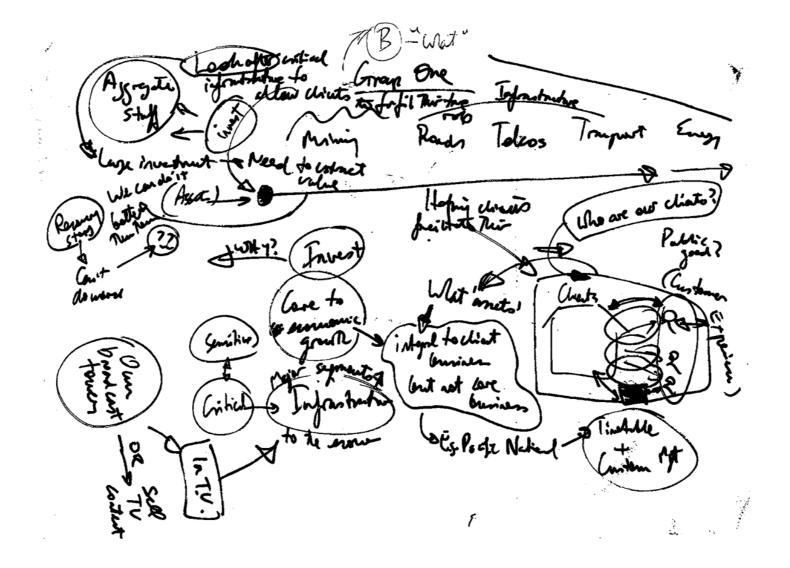




player coach



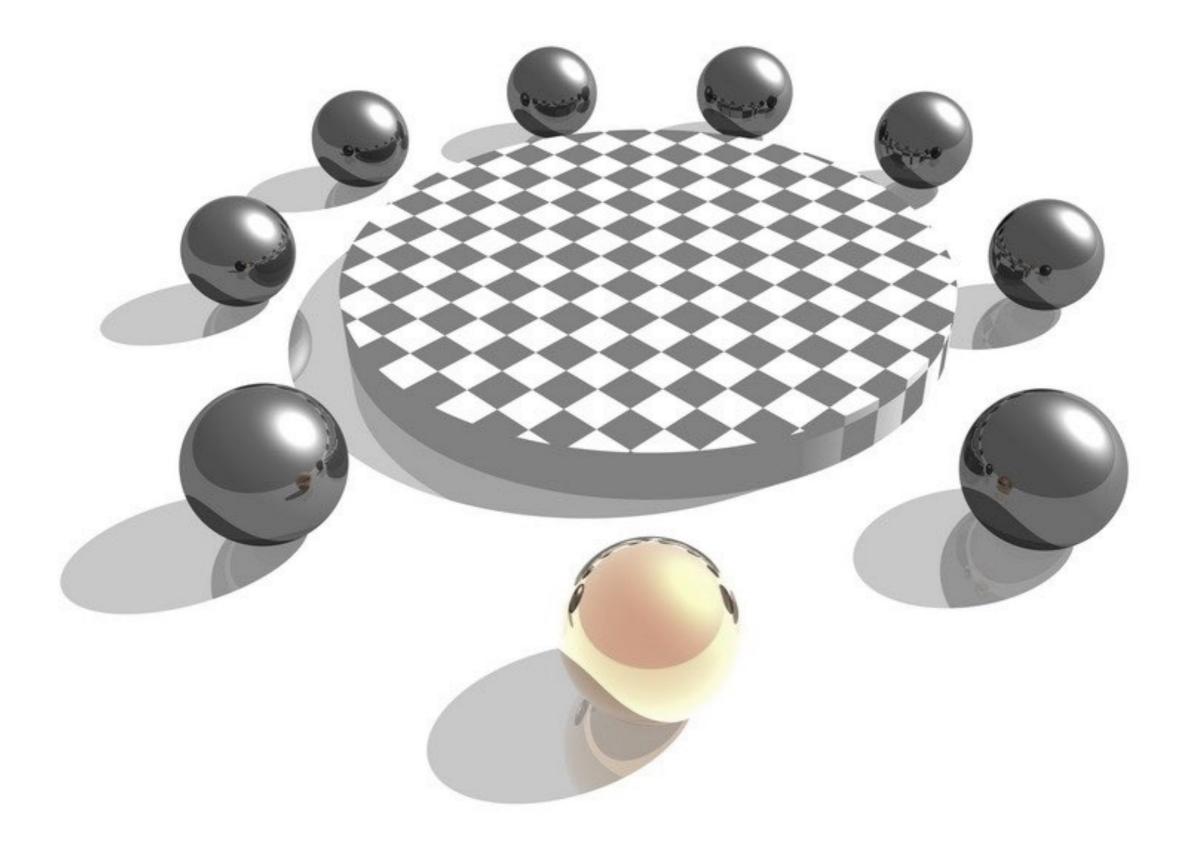
## could this be you?



#### teams



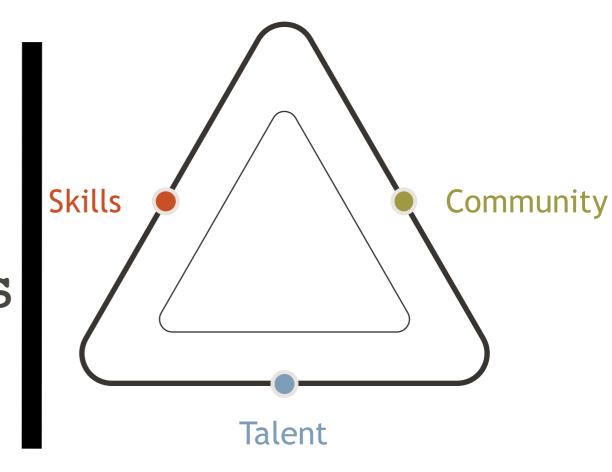


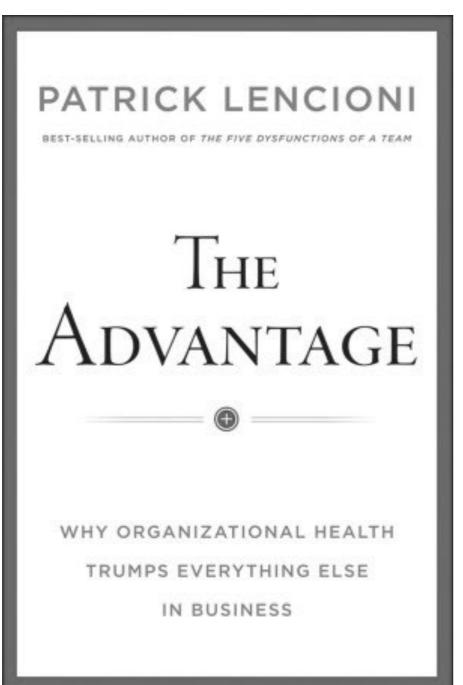






# the essentials of high performance teams





# six critical questions

build a cohesive
leadership team

clarity

### why do we exist?

how do we behave?

what do we do?

how will we succeed?

what is most important, right now?

who must do what?

cohesive teams build trust, eliminate politics, and increase efficiency by...

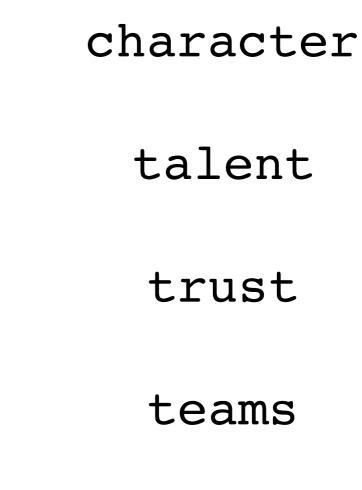
knowing one another's unique
strengths and weaknesses

openly engaging in constructive ideological conflict

holding one another accountable for behaviors and actions

committing to group decisions

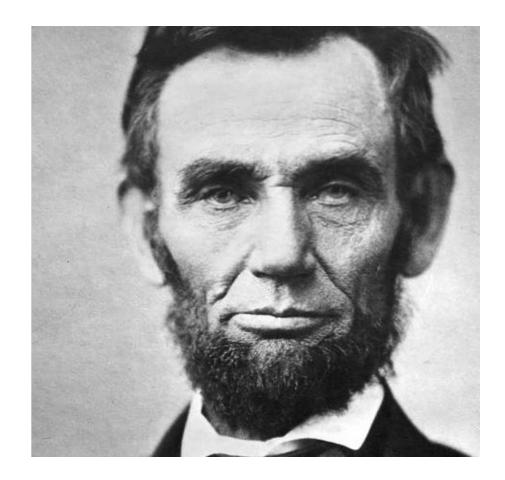
## clarity



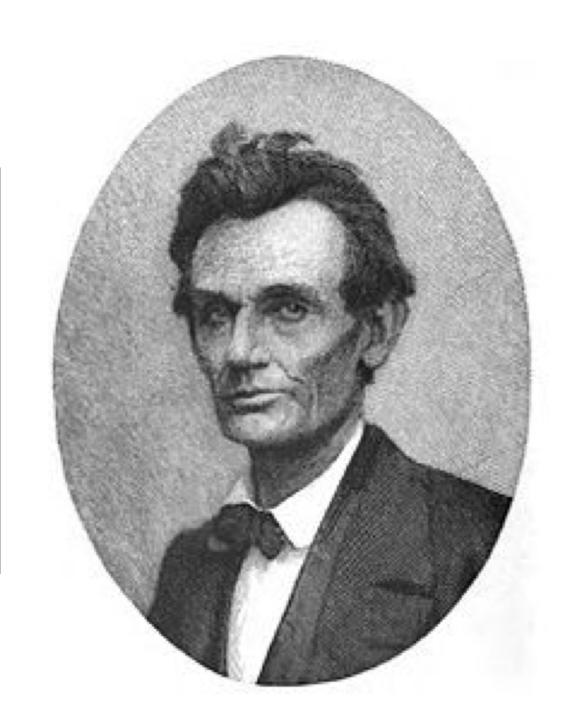
courage

five steps of leading









## courage in 2017?











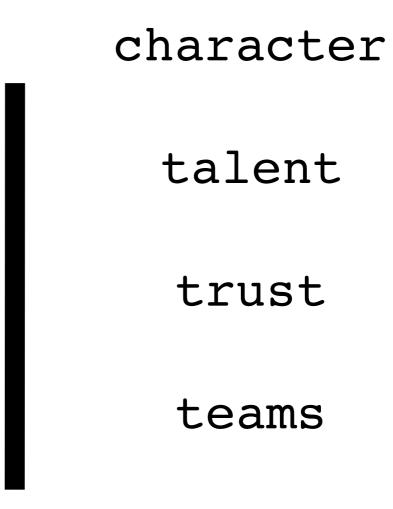


## courage in 2017?

thinking forward with technology and people

leader engagement (development)
 inappropriate behavior
 inconstant behavior
 walking the talk





steps of leading

five

courage



## the leadership passage