Essential Leadership Skills For Challenging Times

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By
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Introduction

I. Know Your Purpose & Vision
II. Build Character
III. Become a 10-Level Leader
IV. Communicate Effectively
V. Think Strategically
VI. Promote Teamwork
VII. Maximize Your Potential
I. Know Your Purpose & Vision

“The purpose of life is a life of purpose.”
~Robert Byrne

- Who Am I?
- Why Am I Here?
- Where Am I Going?
- What Legacy Will I Leave?
- Illustration: Alfred Nobel

“The secret of success is consistency of purpose.” ~Ben Disraeli
II. Build Character

Moral Leadership

- Moral Leadership Model
  
  **Results**: outcomes, consequences
  
  **Actions**: behavior, leadership style
  
  **Ethics**: choices, judgment about right and wrong
  
  **Values**: beliefs, attitudes, preferences, priorities

- Tell The Truth
II. Build Character

Tell The Truth

Source: YouTube - Lance Armstrong On Oprah: "It Was All One Big Lie" - Admits Doping In Interview 1/17/2013.
II. Build Character

“Character is higher than intellect.” ~Ralph Waldo Emerson

“Character is doing the right thing even when it costs more than you want to pay.” ~Michael Josephson

- Keep Your Promises
- Protect Your Name
- Make That Loan
- Illustration: Three Forces To Balance

“Never give up what you want most; for what you want at the time.” ~Unknown
II. Build Character

Three Forces to Balance

“Character is what you do when nobody is looking.” ~Hunter

- Ambition
- Competence
- Integrity

“Life consists of boomerangs. Our thoughts, actions and works return to us with amazing accuracy.” ~Hunter
III. Become 10-Level Leader

Maxwell’s Law of the Lid

III. Become 10-Level Leader

Maxwell’s Law of the Lid

A. Success Without Leadership

B. Success With Leadership

C. Proverbs 29:2 “When good people run things, everyone is glad, but when the ruler is bad, everyone groans.”

III. Become 10-Level Leader

Maxwell’s Law of the Lid

A. Success Without Leadership

B. Success With Leadership

EFFECTIVENESS INCREASES
IV. Communicate Effectively

- Practice “No Surprises”
- Freeze Rumors
- Make Others Feel Important
V. Think Strategically

- Strategic Thinking is the ability to generate insights, set goals, develop strategies to produce desired results

- Strategic Thinking Formula

\[ \text{What} + \text{How} + \text{Who} = \text{Desired Results} \]
V. Think Strategically

Strategic Planning Questions

1. Where are we?
2. Where are we going?
3. How do we get there?

“The most sought after leadership skill is strategic thinking.” ~Wall Street Journal Study
V. Think Strategically

- Insights Connect Experience to Expertise
- Illustration: FedEx/Ford

“The most important competency for a leader is the ability to development strategy.”
~ The American Management Association
V. Think Strategically

Strategic Planning Skills

• Purpose – *Reason For Existing*
• Vision – *Desired Future*
• Values – *What You Stand For*
• Insight/Innovation – *New Ideas*
• Strategic – *What, How, Who*
• Context – *Descriptions Of Current Situation*
• Niche – *Distinctives*
• Results – *Outcome Oriented*

“If you don’t know where you’re going, you’ll probably end up somewhere else.” ~ Yogi Berra
VI. Promote Teamwork

- Trust
- Participatory Leadership
- Alignment
- Spirit of Cooperation and Collaboration
VII. Maximize Your Potential

**Maximum Potential Matrix**

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<th>Goals</th>
<th>Today</th>
<th>2016</th>
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VII. Maximize Your Potential

“Motivation will always beat mere talent.”
~Norman R. Augustine

- Exhibit “Want To”
  - Energy
  - Enthusiasm
  - Empathy

- Go the second mile
  - “Do What Others Won’t Do”
  - “Do More Than Is Expected”

- Illustration: The Pre-Law Student

“Whatever you do, work at it with all your heart.”
~Apostle Paul
Summary

- Know Your Purpose & Vision
- Build Character
- Become a 10-Level Leader
- Communicate Effectively
- Think Strategically
- Promote Teamwork
- Maximize Your Potential
Selected Sources

- Stanley Block & Geoffrey Hirt, *Foundations of Financial Management*: “…the chief financial officer must maintain the financial viability of the firm”
- Patrick Sanaghan, Larry Goldstein, Susan Jurrow, *A Learning Agenda for Chief Business Officers*, NACUBO Business Officer,
- John C. Maxwell, *Developing the Leader Within You*, 1993