

Discovering the Leader In Yourself

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Abstract

What is a leader? Is it a title or position in a company? Learn the definition of a leader and how each of us can become better at what we do by tapping into our leadership potential.



Agenda

- What is a leader?
- Why be one?
- How would you become one?
- Q&A
- Summary

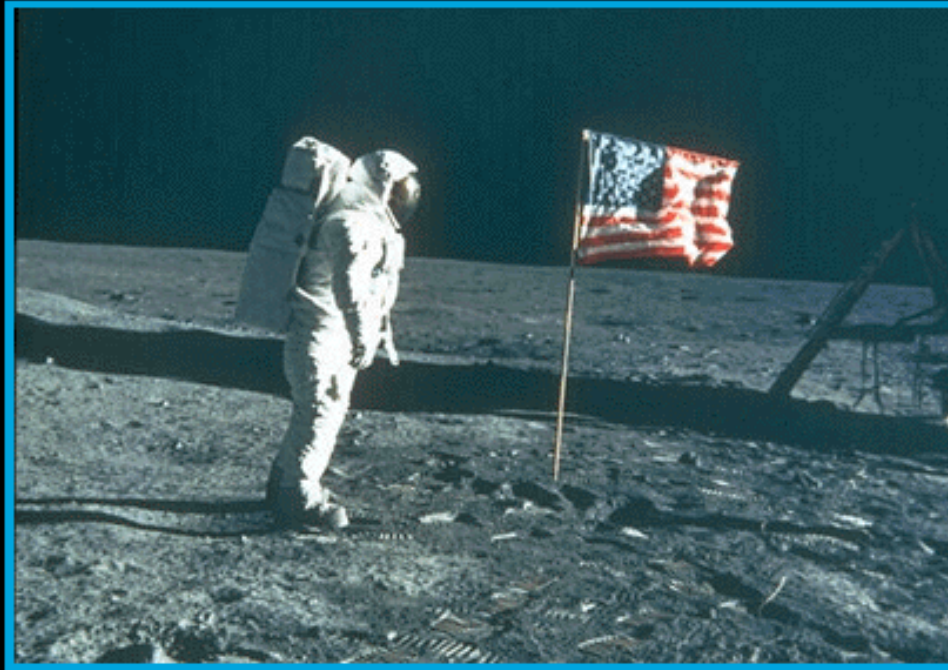


What is a Leader?



“A leader is someone who knows the way,
goes the way and shows the way.”

- John C. Maxwell



DREAMS

**The Future Belongs To Those Who Believe
In The Beauty Of Their Dreams.**

~ Eleanor Roosevelt ~

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What is a Manager?

“Management is the act of getting people together to accomplish desired goals and objectives using available resources efficiently and effectively.”



Is your organization like this?

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LEADERS

LEADERS ARE LIKE EAGLES. WE DON'T HAVE EITHER OF THEM HERE.

What is the difference?

Leaders embrace Motivation 3.0

- ✚ Foster autonomy
- ✚ Reward learning
- ✚ Embrace mastery
- ✚ Foster engagement
- ✚ Encourage purpose



Daniel Pink, "Drive"

Leadership Traits/Skills

Integrity

People Skills

Embodies Optimism

Communicates Well

Motivates

Plans Strategically

Are You a Leader?

Why Become a Leader?

The Top 5

1. Gain more control of your destiny
2. Be perceived to be more valuable
3. To have more options
4. To be consulted more often
5. To have more fun



Maybe You Already Are a Leader

Are you:

- Often seen/consulted as “the expert”?
- Noted as a clear communicator?
- Able to connect IT and business goals in communication?
- Known for delivering top quality work consistently?
- Able to influence and inspire others?
- Willing and able to articulate a vision?

The Potential for You

Leadership – “The process of social influence in which one person can enlist the aid and support of others in the accomplishment of a common task.”





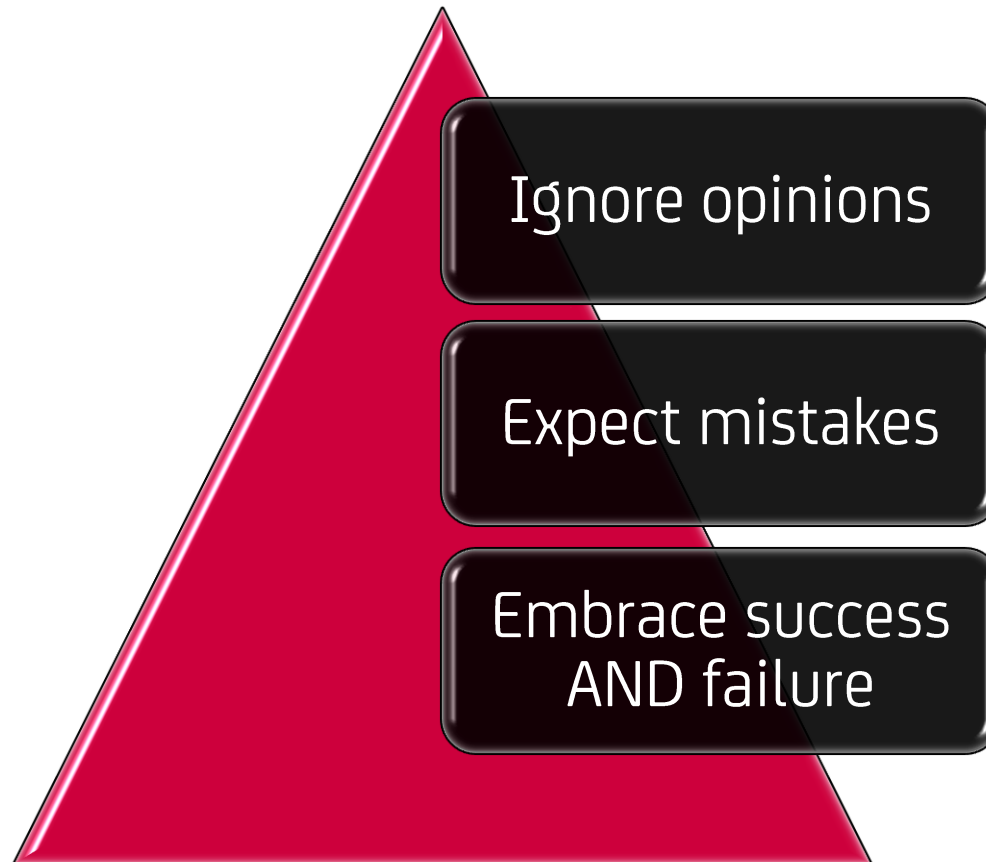


**Who do you
see in the
leadership
mirror?**

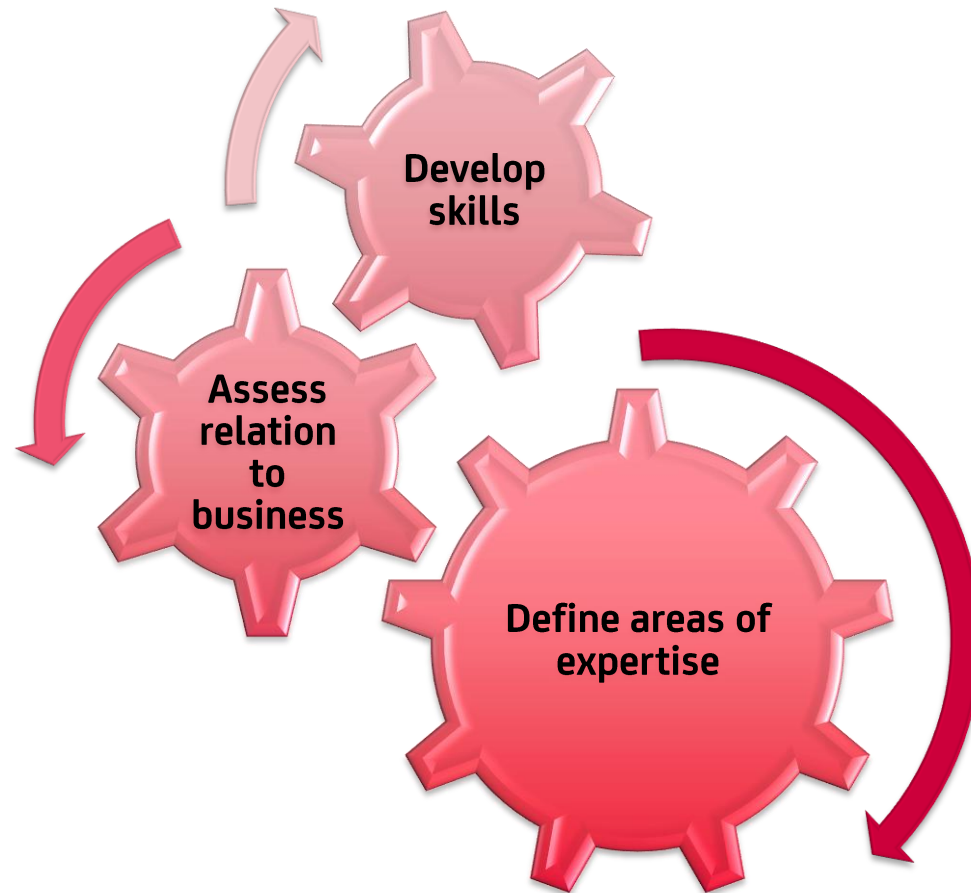
How Do You Develop Into a Better Leader

The Learning Mind

“A learner’s mind is fearless.”



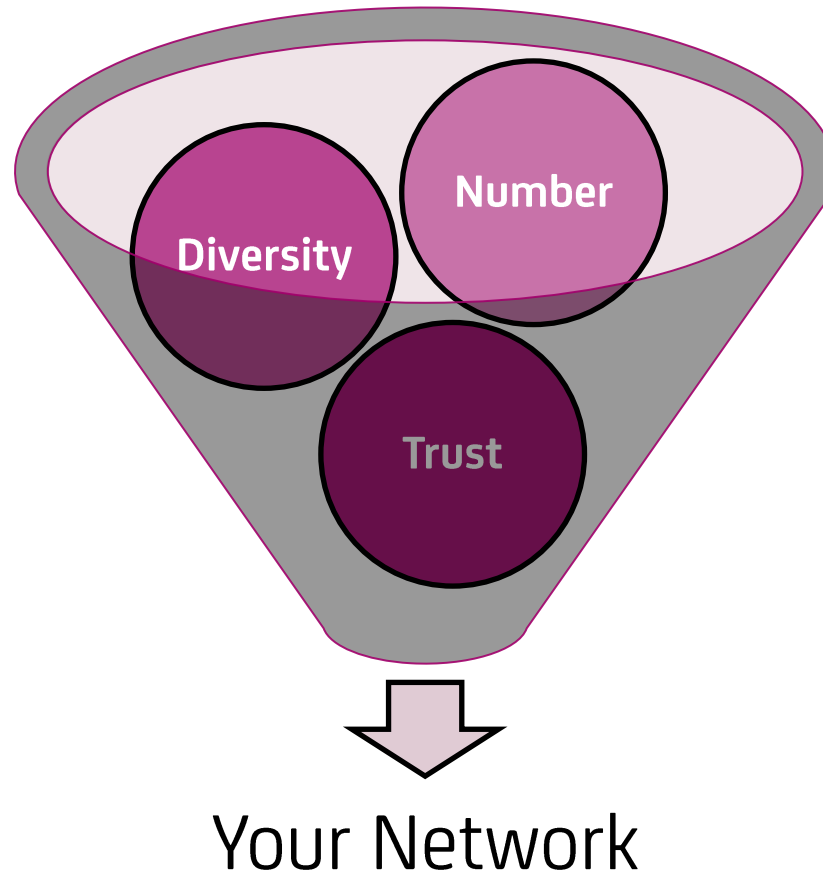
Expertise



Performance



Relationships



The Vision Thing



“He who influences the thoughts of his times, influences all the times that follow. He has made his impress on eternity.”

“The secret of my influence has always been that it remained secret.”

- Salvador Dali

“If you would persuade, you must appeal to interest rather than intellect.”

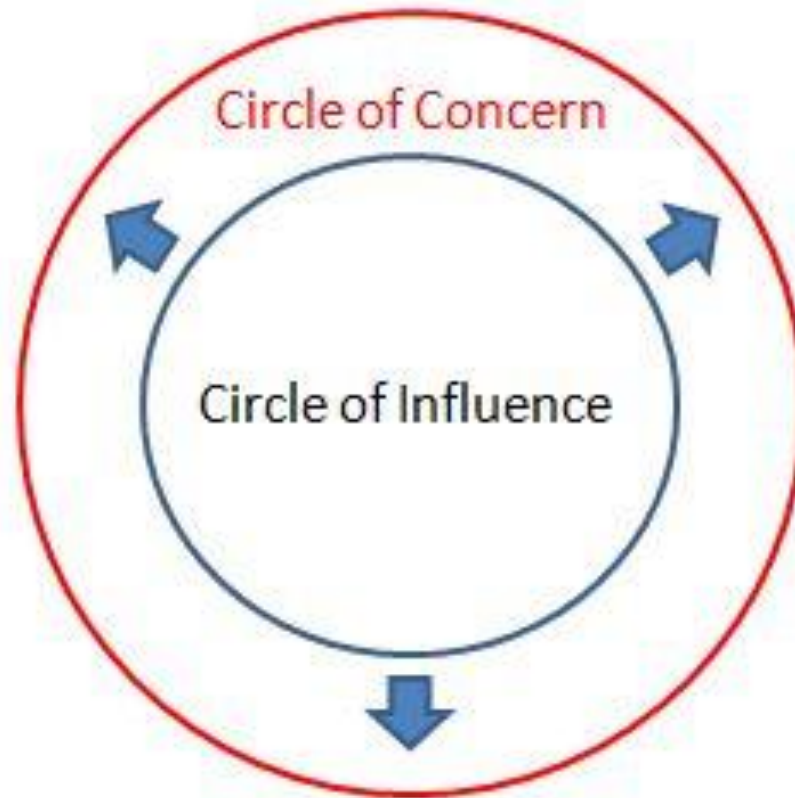
- Ben Franklin

“The most important **persuasion** tool you have in your entire arsenal is integrity.”

- Zig Ziglar



The Circles of Your Life



The First Rule of Influence

"So when you are listening to somebody, completely, attentively, then you are listening not only to the words, but also to the feeling of what is being conveyed, to the whole of it, not part of it."

Jiddu Krishnamurti





A

- Appropriateness – use opinions or actions of others to encourage someone to do the same



C

- Consistency – show how behavior is consistent with his likes/dislikes



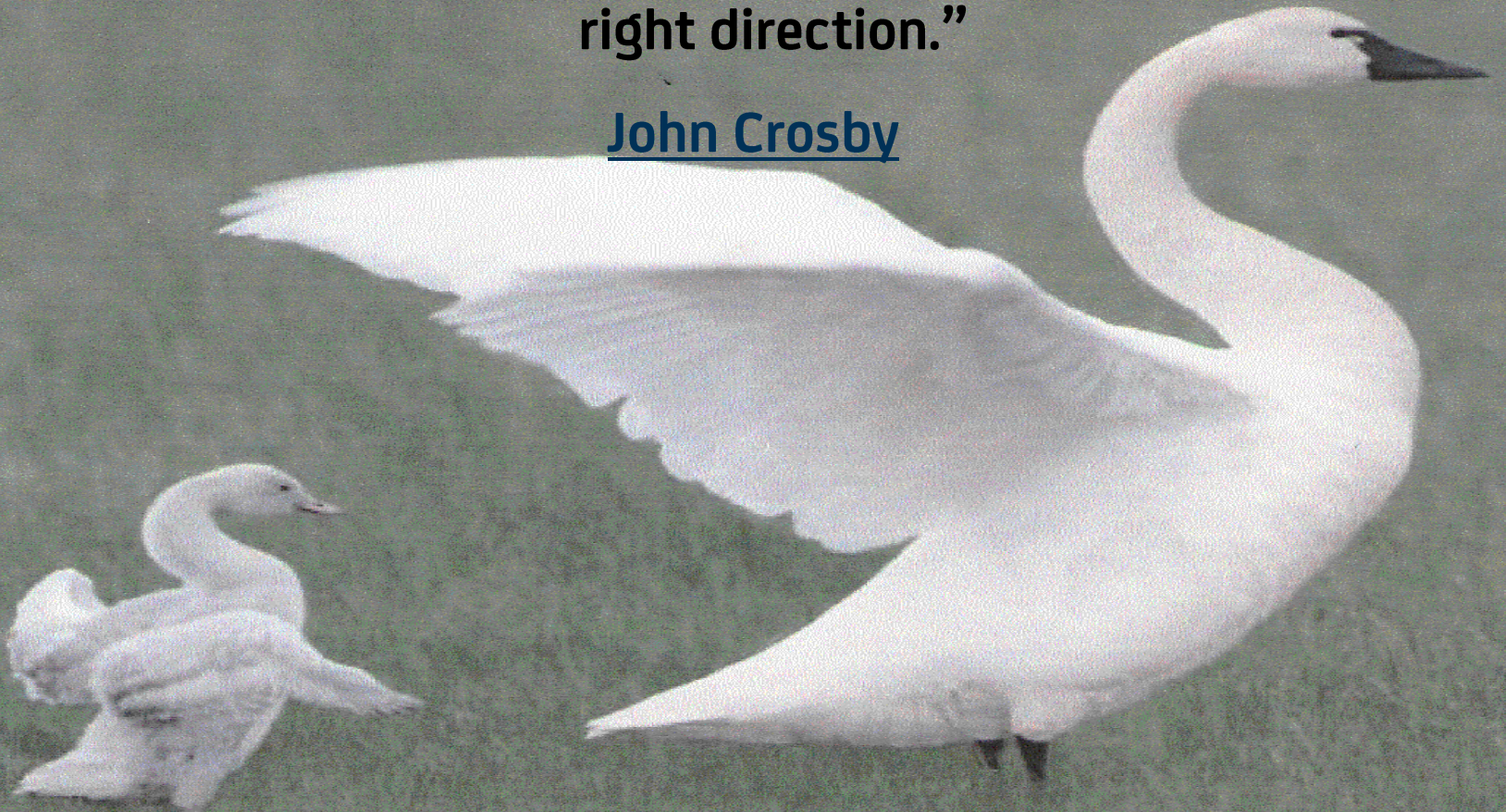
E

- Effectiveness – show how behavior will bring about a mutually desired outcome?

Mentoring

“Mentoring is a brain to pick, an ear to listen, and a push in the right direction.”

John Crosby



Mentoring as Symbiosis

“Nothing in the universe exists alone. Every drop of water, every human being, all creatures in the web of life, and all ideas in the web of knowledge are part of an immense, evolving, dynamic whole as old, and as young, as the universe itself.”



It is easier to see our problems in others than it is to them in ourselves and even though we may be able to deny our problems to ourselves, they may be very obvious to the people who are observing us.”

Marshall Goldsmith

Q&A

Summary & Conclusions

Be:

- **Honest**
- **Forward-Looking**
- **Competent**
- **Inspiring**
- **Intelligent**
- **Enthusiastic**

Try:

- **To expect mistakes**
- **Embrace success and failure**
- **Build alliances**
- **Stretch**

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