Discovering the Leader In Yourself

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Session #12287
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
D R E A M S

The Future Belongs To Those Who Believe
In The Beauty Of Their Dreams.
~ Eleanor Roosevelt ~

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?

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
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?
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.”
Leaders

Inspire others

Attract People

Gain Trust
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.”

- Ignore opinions
- Expect mistakes
- Embrace success AND failure
Define areas of expertise

Assess relation to business

Develop skills

Expertise
Performance
Relationships

Your Network

Diversity

Number

Trust
The Vision Thing

- Motivation
- Vision/Dream
- Ability
- Passion
- Commitment
“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
"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
ACE Model

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 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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