



Building Success. Together.

eXtraordinary
communications

think like a leader

the mindset that separates leaders
from busy managers

What would the children of the
people you lead say about you?

THINK LIKE A LEADER

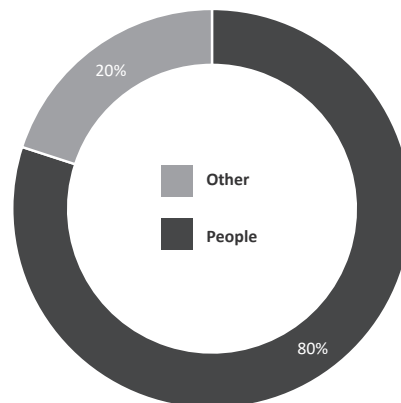
3 Mistakes Leaders Make

- Fail to Build **Trust**
- Fail to Manage Their **Time**
- Fail to Build a Great **Team**





Successful Leaders FOCUS on their PEOPLE



HOW LEADERS CALIBRATE TRUST

$$\textit{Trustworthiness} = \textit{Credibility} + \textit{Reliability} + \textit{Intimacy}$$

David Maister | Charles Green | Roberts Galford

Purposeful Action

EFFORT

=

The energy, attention, and time you expend

Contribution to:

- Your own goals and objectives
- Business unit/organization strategy
- Your team's ability to deliver results

=

VALUE



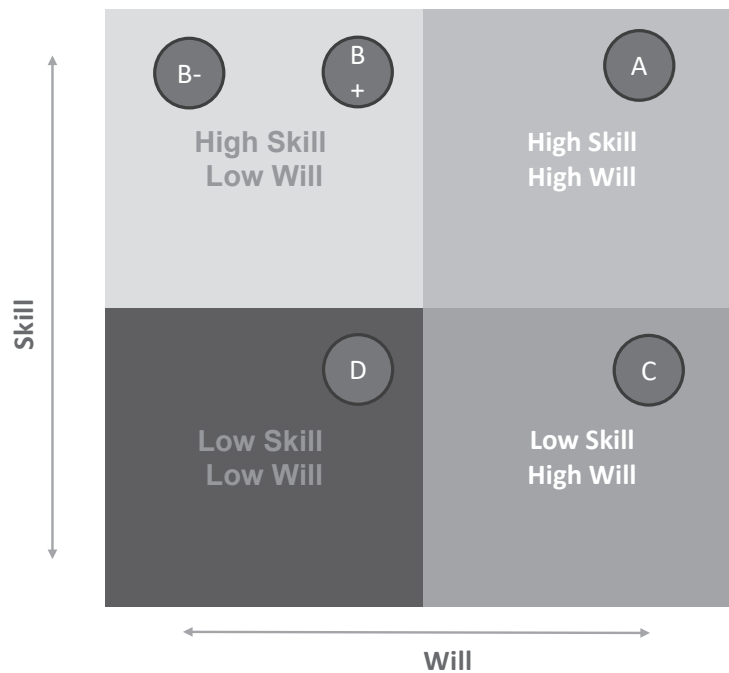
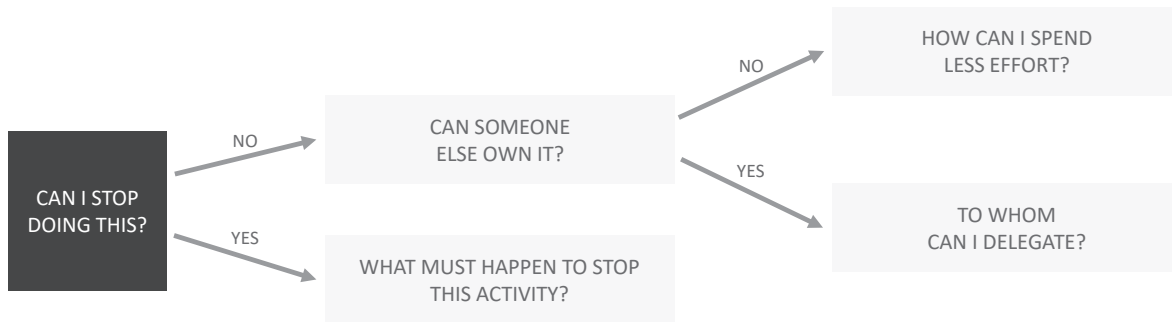
Make sure you are focused on adding value

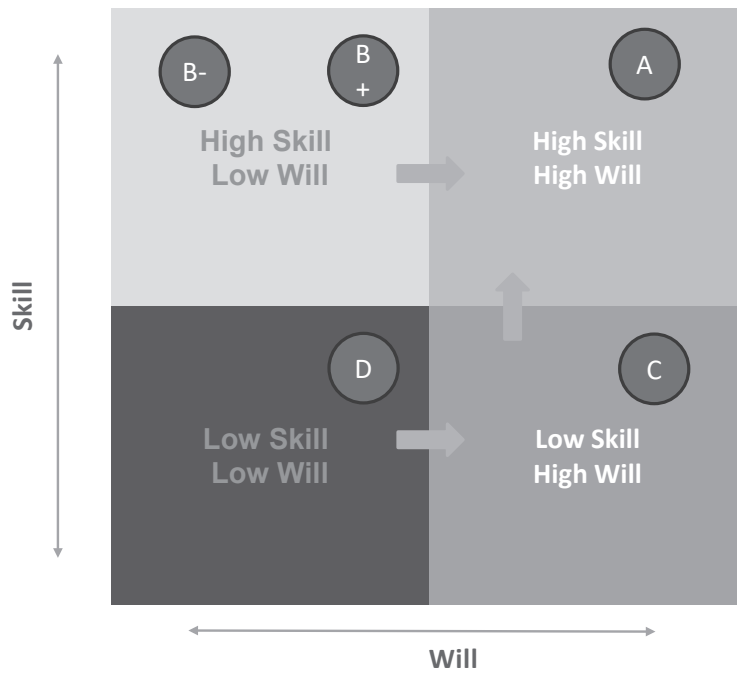
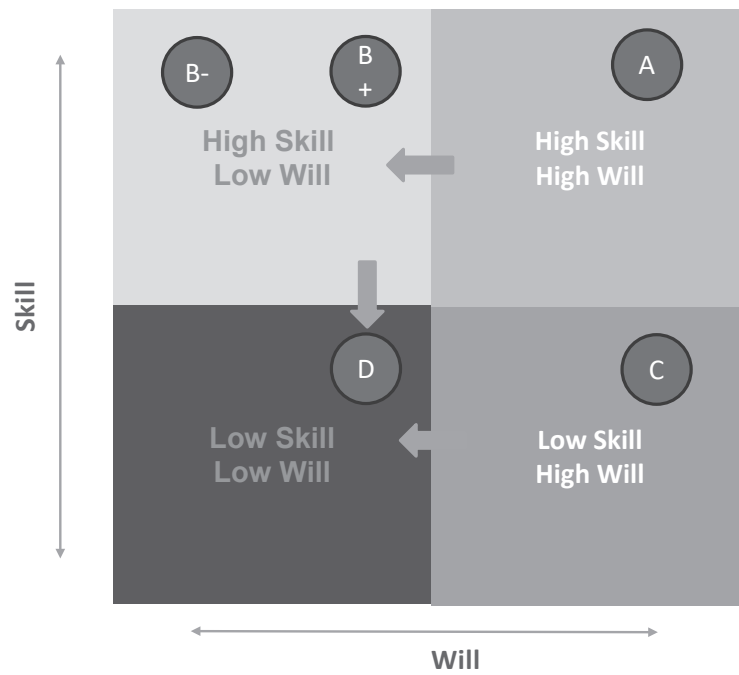


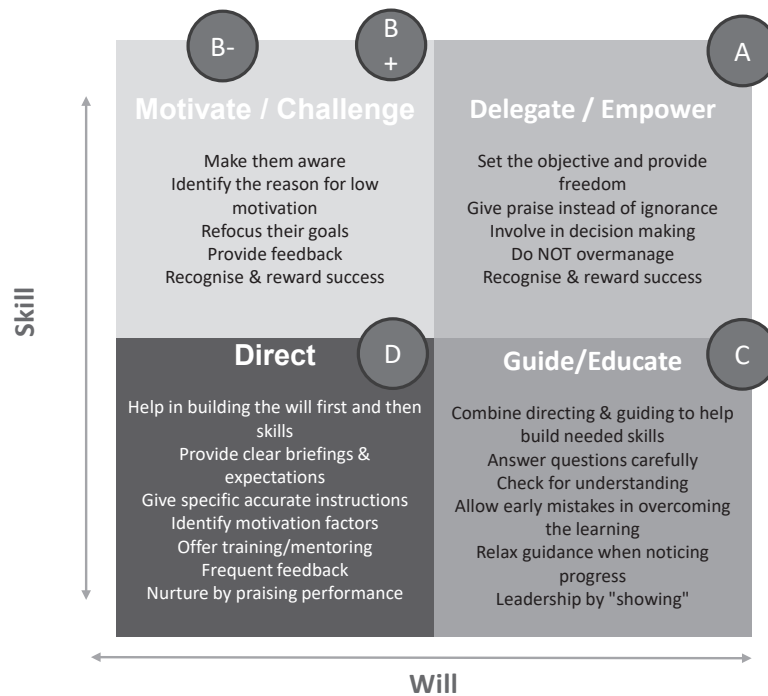
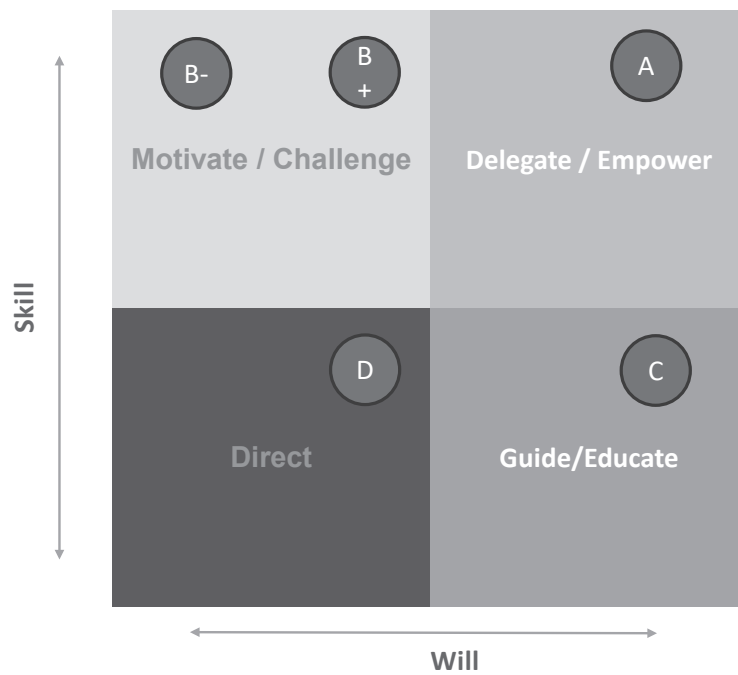
Value/Effort Matrix



Leader's Work Decision Tree







Delegation Planner

Readiness 4	Readiness 3	Readiness 2	Readiness 1
Context and Goal	Context and Goal	Context and Goal	Context and Goal
Results	Results	Results	Results
What to Do	What to Do	What to Do	What to Do
How to Do It	How to Do It	How to Do It	How to Do It

High

Moderately High

Moderately Low

Low

INDIVIDUAL'S EXPERIENCE AND SKILLS

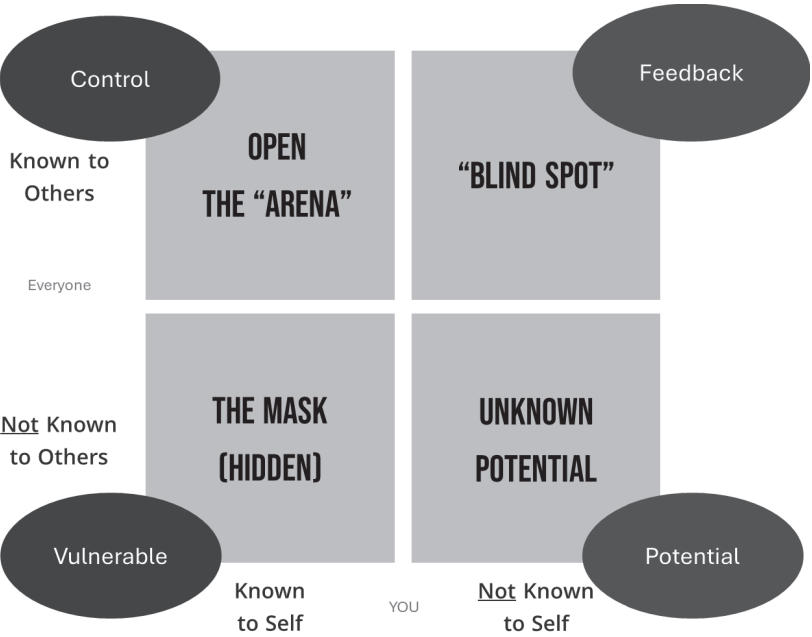
Think Like a Leader

Remember...

TRUST – TIME - TEAM

MORE LEADER FRAMEWORKS

JOARI WINDOW



To have a meeting or not to have a meeting ... that is the question.

