

# Leadership Principles

# You'll discover:

- ◆ Why Leadership is Important
- ◆ Leadership – Background Information
- ◆ How to Assess Your Leadership
- ◆ How to Improve Your Leadership
- ◆ How to Improve Your Leadership Even Further!

# 1. Why Leadership Is Important

Leadership is critical to a companies success. Employees will \_\_\_\_\_ the instructions, attitude, habits, customer service ethic, manners and efficiency of their leader,

# 1. Why Leadership Is Important

So in its very basic form, YOUR Leadership will \_\_\_\_\_ how your employees \_\_\_\_\_.

# 1. Why Leadership Is Important

Effective Leadership will \_\_\_\_\_ your company and team members forward in \_\_\_\_\_ of greater results and \_\_\_\_\_ term success. Effective Leadership will harness the leverage that team members can bring.

## 2. Leadership Background Information

Leadership does not simply happen, it can be taught, \_\_\_\_\_ and developed.

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Leaders have to control their  
\_\_\_\_\_ under pressure.

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History shows that the best leaders have put their companies performance above their own \_\_\_\_\_ gain.



# 3. How To Assess Your Leadership

Rather than provide a plethora of information about Leadership, it may be more useful for you to undertake a Leadership Overview

# 3. How To Assess Your Leadership

Your task is to rank your self on a scale of 1 – 10 for twelve separate areas of leadership. The scale is based on 1 being poor and 10 being high.

# 3. How To Assess Your Leadership

3A.

Sets the standard for building an enduring great company settling for nothing less

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3B.*

Demonstrates an unwavering resolve to do whatever must be done to produce the best long term results, no matter how difficult

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3C.*

Puts First Things First

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3D.*

Prepare Relentlessly

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3E.*

Acts with quiet, calm determination, relies principally on inspired standards, not inspired charisma, to motivate

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3F.*

Everyone's Accountable – All the Time

Your Score \_\_\_\_\_



# 3. How To Assess Your Leadership

*3G.*

Under promise, Over deliver

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3H.*

Looks in the mirror, not out the window, to apportion responsibility for poor results, never blaming other people, external factors or bad luck

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3I.*

Surround yourself with Great People

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3J.*

Reflect, Then Decide

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3K.*

Organise around a Purpose

Your Score \_\_\_\_\_

# 3. How To Assess Your Leadership

*3L.*

Channels ambition into the company, not the self, sets up successors for even greater success in the next generation

Your Score \_\_\_\_\_

# 4. How To Improve Your Leadership

Now go through each of the twelve areas and list down what you can do to improve in each of these areas?

# 5. How To Improve Your Leadership Even Further

Now go through each of the twelve areas and halve your original score. So if you got a 6, then your new mark is a 3. Now ask yourself what **MUST YOU DO**, to get yourself to a 10 within 90 days.



# Leadership - Conclusion

This workshop has been modeled on the leadership of some of worlds greatest business leaders of the last 50 years.