Great Leaders Trust Themselves...And You

- Leadership From The Inside Out -
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Outline

1) Introduction

2) Principles

3) Quotations
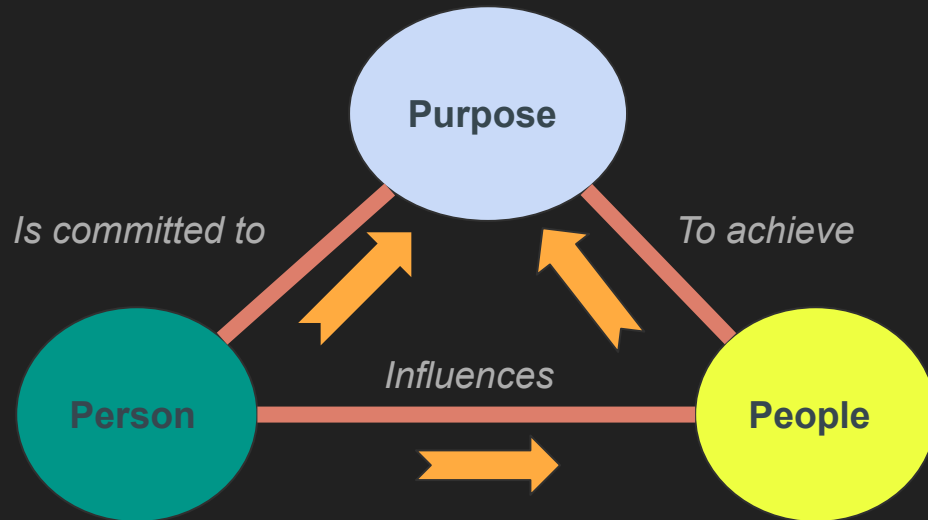
4) Facts

5) Examples

6) Leaders Today

Introduction: Who is a Leader?

Definition: A person who **influences** a group of **people** towards the achievement of a **goal**.

A mnemonic for Leadership: 3P's

Purpose

Is committed to

To achieve

Influences

Person

People

Principle #1: Ignite your enthusiasm

"You cannot **inspire** unless you are **inspired** yourself."

\- **Suze Orman**

Principle #2: Navigate a Course of Action!

Nothing extraordinary ever happened without a **leader articulating a vision**.

Principle #3: Sell the Benefits!

Communicate the **rewards** of Your **purpose**.

Principle #4: Paint a Picture!

Our brains are more programmed for stories than for abstract ideas.

What people are saying?

"As we look ahead into the next century, leaders will be those who empower others."

Bill Gates

"A true leader takes people where they would never go on their own."

Hans Finzel

"Leadership is influence - nothing more, nothing less."

John Maxwell.

Leadership

is a **Choice**...

Not a **Rank!**

Leadership is
to **Protect**…
Not to Sacrifice!

Leadership vs Bossitude*

Leaders	Bosses
Depends on **goodwill**	Depends on **authority**
Coaches employees, and Inquires	Drives employees, and Commands
Generates **enthusiasm**	Inspires **fear**
Develops the people	**Uses** the people
Gives credit	**Takes** credit
Say's **Let's Go**	Say's **Go**

*Bossitude: Bossy attitude!

Examples...

Get to Know Bob…

In 2008, his company was hit by the **recession**, and they lost 30 percent of their orders overnight.

They needed to save **10 million dollars** → company board decided to **lay off** employees

But Bob refused because …

Bob Chapman

CEO & Chairman of Barry-Wehmiller Inc.

Midwestern United States

(story from 2008)

- "It's better that we should **all suffer a little** than any of us should have to suffer a lot." — Bob Chapman

- … and the morale went up.

Result:

They end up saving 20 million dollars, while they need only half of that ...

Get to Know Charlie

CEO of next jump

He makes the point that if you had hard times in your family, would you ever consider laying off one of your children? We would never do that.

Charlie implemented **a policy of lifetime employment**!

Now What? Leaders of today...

What makes a great leader in the 21st century?

→ defined and evidenced by **three** questions!

Great leaders dare to be different!

Q1: Are you courageous enough to abandon a practice that has made you successful in the past?

Out of your comfort zone!

Q2: What is the diversity of your personal and professional stakeholder network?

Do you have people that are thinking differently?

Great leaders are not head down!

Q3: Where are you looking to anticipate the next change, to your business model or your life?

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