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# Developing Personal Leadership

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# Program Objectives

- Understand the differences between leadership and management
- Describe leadership experiences and values
- “Innerview” to open the lines of communication and build trust

# Leadership

Leadership is creating environments that influence others to achieve group goal

People support a world they help create



# Management

Management is the creation, implementation and monitoring of processes



People support a process that helps them succeed

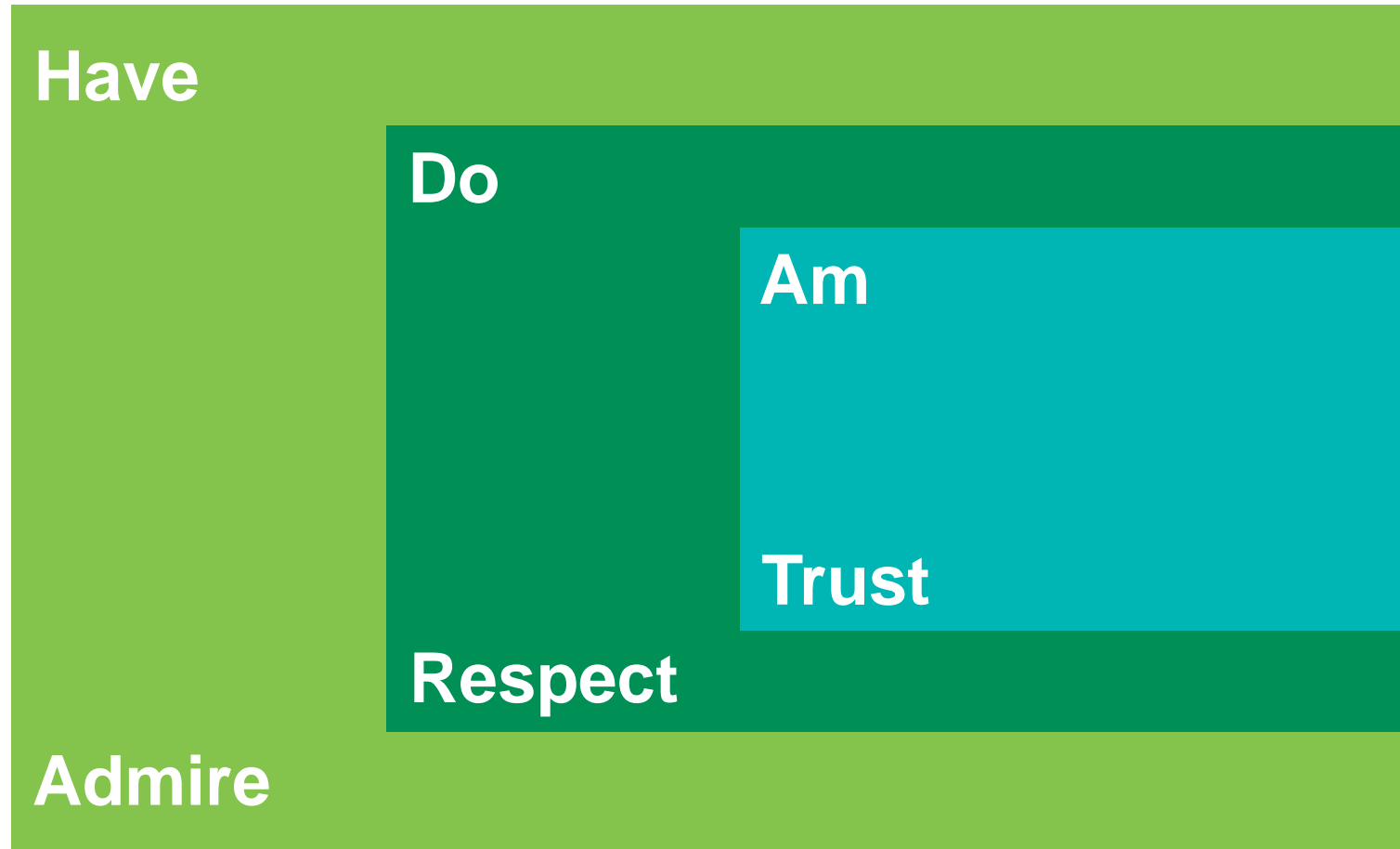
# Balancing Perspectives





# Leadership Style

# Core Values





# Core Values

Loyalty	Family	Urgency
Passion	Integrity	Fun
Diversity	Teamwork	Credibility
Fairness	Legacy	Adaptable
Achievement	Accountability	Consistency
Recognition	Balance	Honesty
Entrepreneurship	Career Growth	Empowerment
Risk-taking	Respect	Effectiveness
Competence	Customer focus	Open
Commitment	Quality	Learning



# Be the dumbest one in the room





## Strengthen Relationships

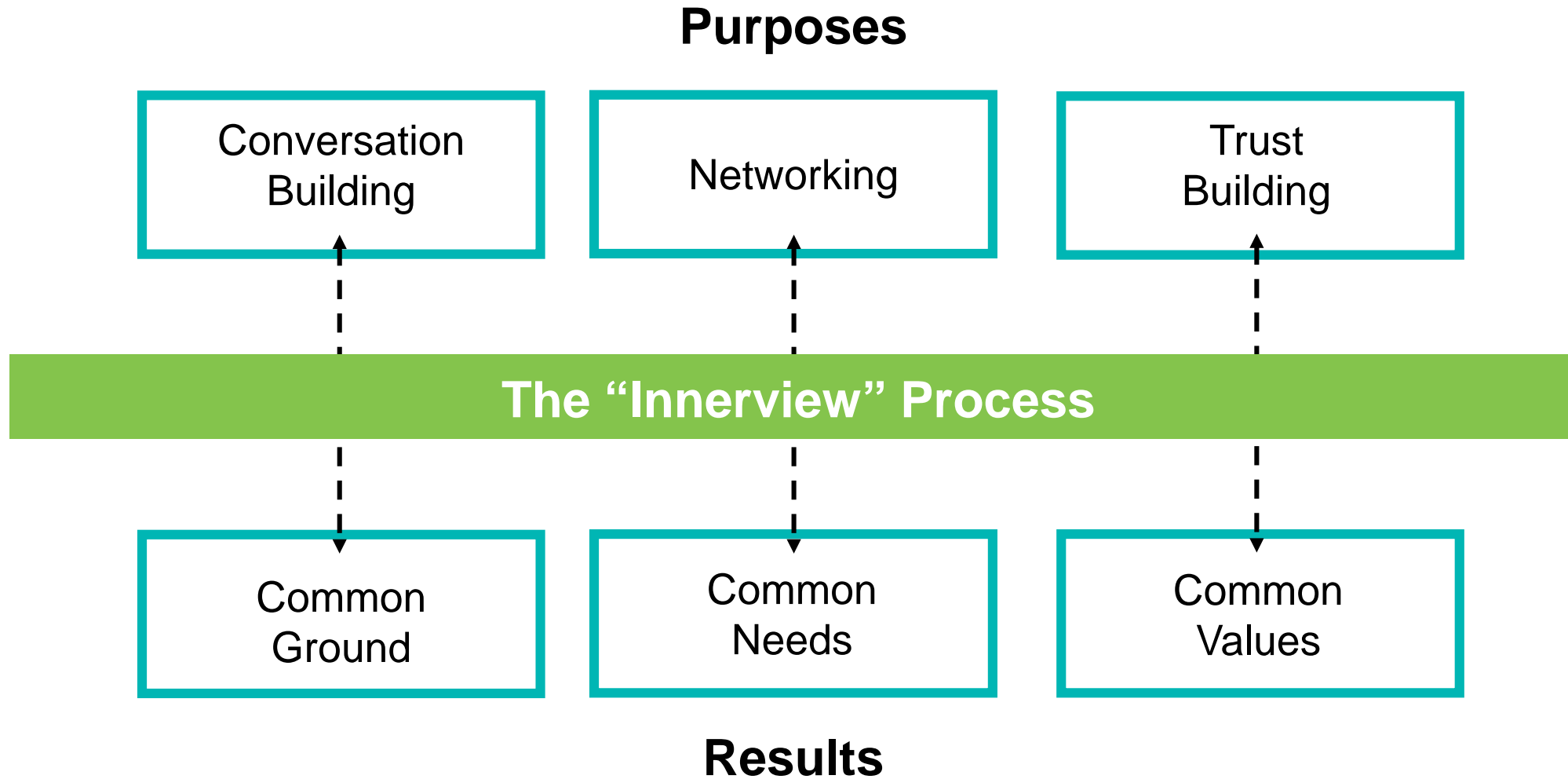
1. Don't criticize, condemn, or complain.
2. Give honest, sincere appreciation.
3. Arouse in the other person an eager want.
4. Become genuinely interested in other people.
5. Smile



## Strengthen Relationships

6. Remember that a person's name is to that person the sweetest and most important sound in any language.
7. Be a good listener. Encourage others to talk about themselves.
8. Talk in terms of the other person's interests.
9. Make the other person feel important – and do it sincerely.

# “Innerview” Perspectives



# Describe Your Vision

- I choose to be ...
- I used to be ...

# You Become...





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