

Ethos

# THE ART OF LEADERSHIP MEMORY JOGGER

THE LINKED DOMAIN LEADERSHIP MODEL



## Define Lasting Leadership:

*Influencing others' success!*

### Why is Leadership important?

1. *Catalyzes positive change*
2. *Sets the direction*
3. *Builds and sustains commitment*
4. *Navigates through uncharted waters*

**Ethos Domain:** Character, me, Personal Success, Intrapersonal

**Question 1:** *Can I Trust you?*

**Discipline 1:** *Lead yourself first every moment*

### 1. Lead by Example!

The Principle of **Example**

The Story of **Duck** and **Eagle** Attitudes!

The four Decisions to change your Belief System:

1. **Emotion:** *Decide what you REALLY want*
2. **Focus:** *Decide what you will and will not accept*
3. **Action:** *Decide on a Plan of Action, and DO IT!*
4. **Discipline:** *Decide to Persevere, raise your standards*

### 2. Maintain your Integrity!

The Principle of **Trust**

The foundation of leadership is **Trust!**

The four Actions to build trust:

1. **Honesty**
2. **Doing what you say -- communicating well**
3. **Competence**
4. **Predictable behavior-- your track record of success**

**Pathos Domain:** Connection, we, People, Success, Interpersonal

**Question 2:** *Do you care about me?*

**Discipline 2:** *Value people every moment*

### 3. Demonstrate Purposeful Influence!

The Principle of **Influence**

A leader's actions **Influence** others!

The 4 EPLS Questions  
The 4 EPLS Disciplines



Intention  $\neq$  Action  
Action = Values

*Action is eloquence ~ William Shakespeare*

Two kinds of Pain  
you choose:  
**Discipline**  
**Regret**



**The RED Pill**



# THE ART OF LEADERSHIP MEMORY JOGGER

THE LINKED DOMAIN LEADERSHIP MODEL



## 4. Set High and Realistic Expectations!

The Principle of **Expectation**

A Leader must know what their team members want:

1. **Recognition with the three S's: Sincere, Specific, Strengths**
2. **Job Satisfaction, i.e. no micromanagement**
3. **Positive climate, i.e. non-hostile work environment**

A Leader must know what their team members need:

1. **What is required on the job?**
2. **Expectations that are High and Realistic**
3. **Why their job is important**

## 5. Communicate often and well!

The Principle of **Communication**

A leader's every action is **Communication**

The four tools to improve communication

1. **Monday Notes**
2. **Automatic Responsibility**
2. **MBWA, Sensing, Networking**
4. **The Say-Do Box**

## 6. Know, Encourage, and Take Care of Your Team!

The Principle of **Priority**

Know each person's **Behavioral Style**

**Logos Domain: Competence, Us, Professional Success, KSA Impact**

**Question 3: Do you know what you're talking about?**

**Discipline 3: Learn something new everyday**

## 7. Master your KSA's your core competencies!

The Principle of **Competence**

Know your strengths, **Staff your Weaknesses**

**Sophos Domain: Change, THEM, Progressive Success, Iterative**

**Question 4: Can you help me out of the mess I'm in right now?**

**Discipline 4: Intentionally grow everyday**

## 8. Put Your Duty Before Self

The Principle of **Change, Sacrifice, and Growth**

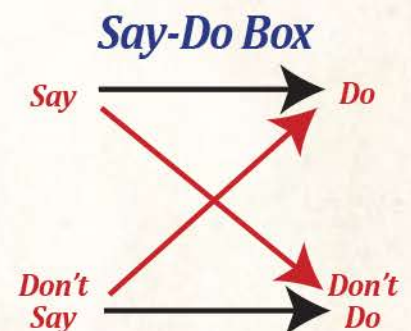
You must **give up, to go up, on Purpose!**

$$F = 1 \div P$$

$$F = E - D$$

*"The deepest principle of human nature is the craving to be appreciated."*

~William James



**The Four Behavioral Styles FDCT**

**Staff your Weaknesses**

**Disciplines in Action<sup>®</sup>**

1. What one thing...  
*could you do that you are not doing now in your personal life?*

2. What one thing...  
*in your Professional life?*