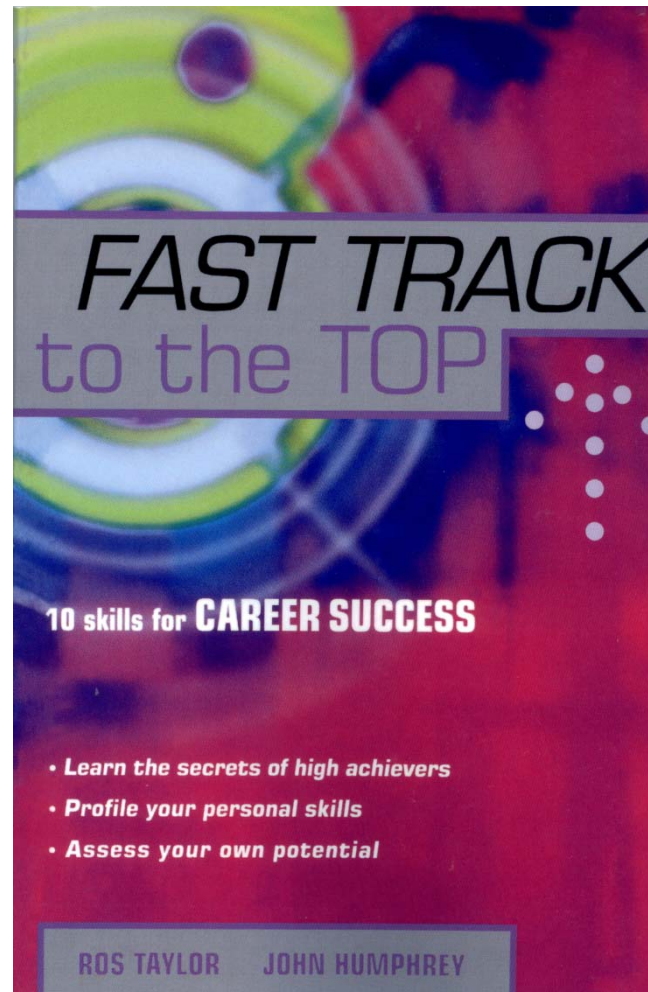




A Masterclass in Leadership
for Kent Head Teachers' Conference

Fast Track to the Top



it's predictable

- A leader's behaviour influences profitability by \pm **15%**
- One of the highest correlations ever in psychology
- 2 x Viagra
- 4 x Ibuprofen
- One bad leader will profoundly affect outcome



10 commandments for success

9
8
7
6
5



what does it take to become a
successful leader?



10 commandments for success

9
8
7
6
5

80 chief executives interviewed

- Public and private sector
- 25% women
- Britain and USA

CEOs interviewed include:

- Dawn Airey – Channel 4
- James Cullen - Bell Atlantic
- Dame Stella Rimington – ex MI5
- Nicholas Coleridge – Condé Nast
- Denise O'Donoghue – ex Hat Trick
- Julian Richer - Richer Sounds
- Charles Dunstone - Carphone Warehouse

results

- Good at what they do
- No personal goals only business
- Networking not a priority
- Great interpersonal skills
- Happy home life important for men to succeed not women

commandment

- be confident

10

research results

- 1/3 of sample born confident
- 1/3 had to become confident
- 1/3 were confident at work but not their personal lives

30 second commercial

What strengths and skills do you bring to your work?

Confidence at Work

ROS TAYLOR

CONFIDENCE
AT WORK

Get it, feel it, keep it



commandment

- strike a deal

9

WIIFT

what's in it for them to do what you
want them to do?

commandment

- know yourself

8

know yourself

the train exercise

the train exercise

- Who is on your train?
- Who is not?
- Where are you?
- In which order are your relatives and friends?
- Is there anyone from work on your train?

commandment

- love change

7

BHAGs

Big Hairy Audacious Goals

- easy to grasp
- seen to be right
- truly exciting
- a clear finishing line

commandment

- de-stress

6



**GO AHEAD, YOU SON OF A BITCH,
GIVE IT A TURN!
I WORK BETTER UNDER STRESS!**

stress proofing formula

the power minute

the 5 minute break

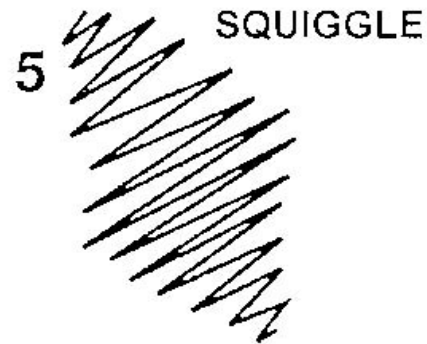
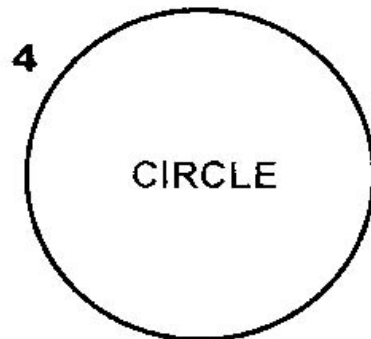
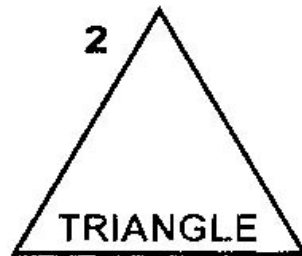
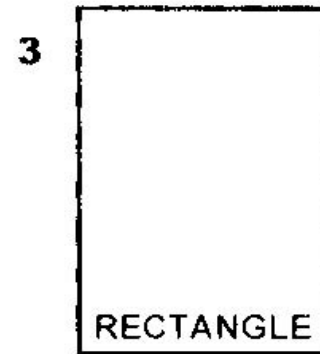
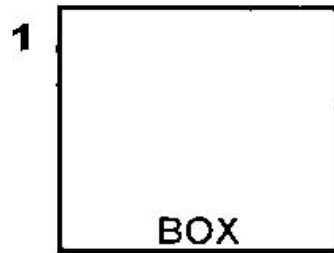
the 15 minute lunch

commandment

- trust the team

5

personal profile



commandment

- relate

4

relate

get to know me

F.O.R.E

F = FAMILY
O = OCCUPATION
R = RECREATION
E = EDUCATION

types of questions

CLOSED

Are?

Do?

Have

OPEN

What?

Which?

Where?

Who?

Why?

PROBING

How?

In what way?

Tell me more

Describe in more
detail?

For what
reasons?

commandment

- want to win

3



**when you are a
leader it ceases
to be about you.**

**it's all about
them!**

commandment

2

- deliver the goods

deliver the goods

- identify priorities
- action plans with deliverables
- daily activities achieve results
- clear targets and timescales

1

commandment

- problem solve

problem solving

reward success

celebrate failure

punish inaction

problem solving

**‘You can tame a lion
but you can’t make a
pussycat roar’**

C

Check

Goals

List
Issues/Goals

Choose

R

Research

Facts

Mind Map

Highlight

E

Examine

Issues

Clarify

Select

A

Acquire

Ideas

Brainstorm

Choose Best

T

Test

Solutions

Reservations

Brainstorm

E

Enable

Actions

Action Plan

People Dates

10 commandments for leadership

rate yourself on each commandment

**Score out
of 10**

- 1 problem solve
- 2 deliver the goods
- 3 want to win
- 4 relate
- 5 trust your team
- 6 de-stress
- 7 love change
- 8 know yourself
- 9 strike a deal
- 10 be confident

key learning

write down at least one thing
you will take away from this
session