

Leadership is a Choice!
Not a Position!

Presented by Suzanne Hays
FranklinCovey Company

Leadership is a Choice!

Not a Position!

Suzanne Hays



Leaders Can Answer...

- Who would follow me ?
- Do I take responsibility ?
- Do I "walk my talk" ?
- Am I trustworthy ?

Leaders build trust with others

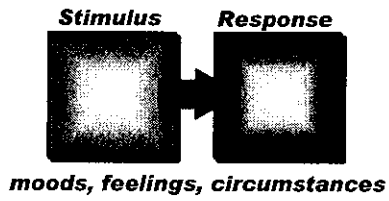
Trust is Built From the Inside Out



Proactivity vs. Reactivity

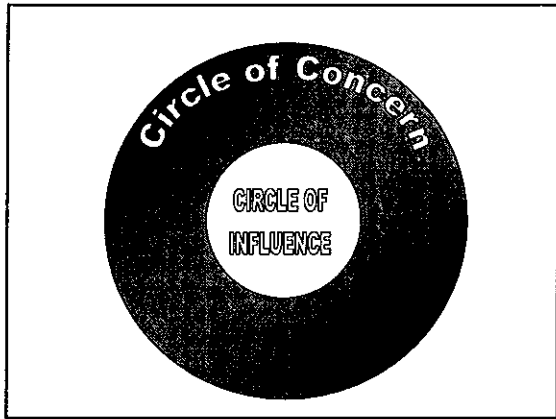
- ♦ **Reactivity**
Allowing moods, feelings, and circumstances to drive responses.
- ♦ **Proactivity**
The power, freedom, and ability to choose responses according to values.

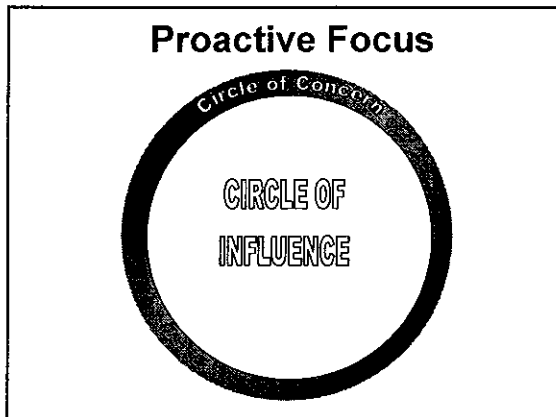
Reactive Behavior

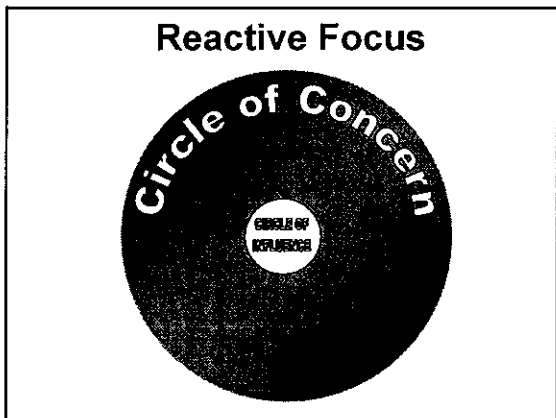


Proactive Behavior

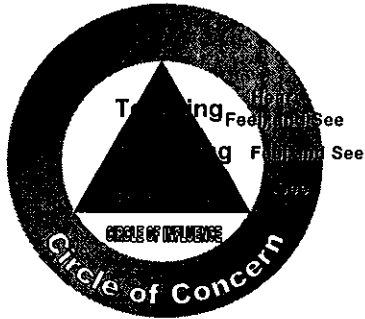




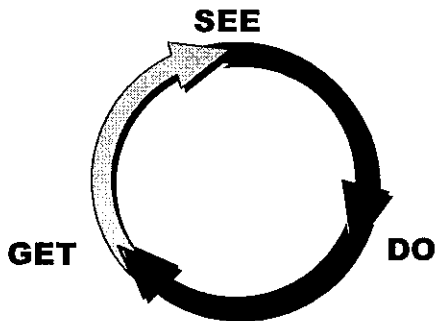




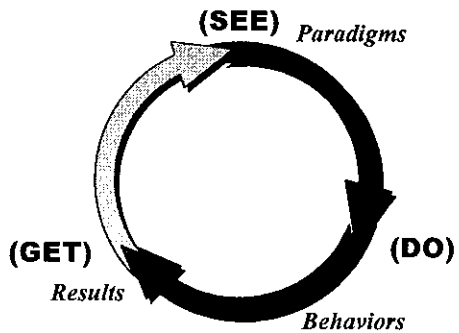
Pyramid of Influence



The Change Cycle



The Change Cycle



Leadership is a Choice!

Gandhi

Why were people willing to follow this leader?

Would follow Gandhi because..

- ◆ He built trust through:
 - >Courage
 - >Passion
 - >Walking his talk
 - >Quiet strength
 - >Empathy
 - >Inspiring hearts and brains
 - >Vision
 - >Living his values

W.7

Trustworthy Leadership

**Given a choice, why would people follow you as a leader?
What's it like being in a leadership relationship with you?**

Leaders Can Answer...

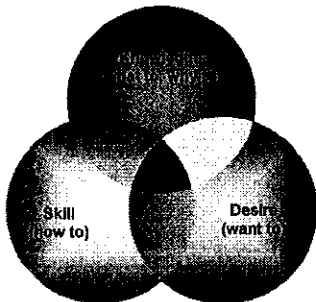
- Who would follow me ?
- Do I take responsibility ?
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Leaders build trust with others

Modeling

1. How will you increase your trustworthiness with those you work with?
2. What characteristics and competencies do you need to improve?

Developing New Skills



Leadership is a Choice!

**The Nature of
Leadership**

