

A cosmic background featuring a dark blue space filled with numerous stars and a prominent blue and purple nebula. In the upper center, a crescent moon is visible. On the right side, a large, reddish-brown planet, likely Mars, is partially shown, with its surface details and atmosphere visible. The overall scene is a deep space view.

# **DISCOVERING THE LEADER IN YOU**

**Mr. David E. Brock**  
**MSFC Small Business Specialist**

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# Discovering the Leader in You: Getting Started

- Am I morally and ethically setting a good example?
- Am I willing to lead by example?
- Am I a person the team can trust?



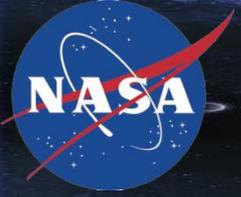
# Discovering the Leader in You: The Attitude Connection

- According to Zig Ziglar, developing a positive attitude is the most important key to getting ahead in life, and is a critical key to becoming an effective servant leader.
- It has been said that 85 percent of those who get ahead in life do so because of a positive attitude...conversely more than 70 percent who fail do so because of a bad attitude.
- Developing a positive attitude will improve ones ability to:
  - communicate more effectively;
  - motivate the team more effectively; and
  - most importantly lead.
- Simply put, it is the fine line that separates winners from losers.
- Norman Vincent Peale said, “Positive thinking won’t let you do anything, but will let you do everything better than negative thinking will”.
- Remember, a positive you is a powerful you!



# Discovering the Leader in You: It's All About the Team

- Need a team to obtain a dream.
- Know your team...take inventory of the team's resources, skills, and talents, then put them to work.
- Develop strategies for creating an effective advocacy program to gain additional support of the team's vision and mission.
- James Collin's in his book "Good to Great" said:
  - The who questions must come before the what questions.
  - Get the bad off the bus, and good on the bus, then figure out where to drive it.
  - Make sure the values of your team members align with your vision and values.
  - Put your best people on your biggest opportunities, not your biggest problems
- Remember, team is "together everyone achieves miracles!"



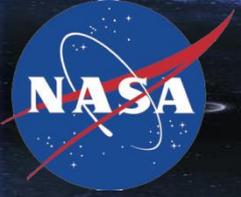
# Discovering the Leader in You: Advocating the Program

- Key to recent program successes at MSFC was moving the Program away from a strictly regulatory based program to one of advocacy.
- External advocacy programs at MSFC:
  - Marshall Prime Contractors Supplier Council
  - Small Business Executive Leadership Team
- Internal advocacy programs at MSFC:
  - Procurement Small Business Action Team
  - MSFC Small Business Technical Coordinators



# Discovering the Leader in You: Be a Motivator

- First thing to know about motivation is that it is not permanent, and secondly that people are motivated in different ways.
  
- Motivators:
  - Be an encourager, remember that discouragement destroys hope.
  - Be appreciative, remember the sure way to lose something is not to appreciate it.
  - Learn to look for the good in others.
  - Treat people properly, people respond in kind.
  - Praise team members for a job well done.
  - Share the glory.
  - Let team members know how valuable they are.
  - Let team members know you respect them and appreciate their work...true respect in others is the bedrock of motivation.



# Discovering the Leader in You: Be a Coach

- Keys to effective coaching:
  - Enroll people into you thinking, your vision, your dream.
  - Make goals team goals.
  - Share the glory, accept the blame.
  - Take an active role, be a mentor.
  - Be open and receptive to suggestions and recommendations.
  - Be a good listener, recognizing that communication is a 2-way street.

President Harry Truman said, “Leadership involves getting others to willingly move into a new direction in which they are not naturally inclined to move on their own”.



# Discovering the Leader in You: Improving Your Serve

- Aspiring to become a servant leader is the most important key to effective leadership...people do not care how much you know until they know how much you care.
- Andrew Carnegie said:

“Giving is the highest manifestation of the one’s true nature and that no man can become rich unless he enriches others.”
- Zig Ziglar said:

“Your rewards in life will match your service, the way you achieve your goals in life is by helping others achieve their goals, that real winners in life get what they want by helping others get what they need, and “Win Win” means if I help you win, I win too”
- Arthur Ashe said, “From what you get you can make a living, but what you give is what makes a life”.



# Discovering the Leader in You: Final Thoughts

- Know your vision, mission and team!
- Never greet the morning without a map!
- Passion is the fuel that lights the fire!
- Treat life failures as an opportunity to begin more intelligently!
- Education is a life long process!
- Create relationships with hinges that never rust!