

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

- What type personal attributes or characteristics do you believe are important for becoming an effective leader?
 - Trusting?
 - Honesty?
 - Team Player?
 - Competent?
 - Caring?
 - What about attitude?



Discovering the Leader in You: The Attitude Connection

- Attitude is all about one's focus...is the glass half empty or half full?
- A positive attitude will improve ones ability to:
 - communicate more effectively;
 - motivate the team more effectively; and
 - most importantly lead.
- 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.
- Steve Jobs said, “developing new computers, iPhone, etc. were not his greatest accomplishment, rather assembling the teams necessary to achieve the company’s objectives.”
- Effective leaders must understand that creativity is a collaborative effort, and innovation a team effort.
- In the 21st Century, for the “Team” concept to work, organizations must:
 - Reinvent themselves;
 - learn to work across divisions; and
 - become a series of networks.
- Among the teams, there must also be:
 - Trust;
 - pursuit of a common purpose;
 - shared awareness among all team members; and
 - empowerment of individual team members to act.



Discovering the Leader in You: It's All About the Team (Cont.)

- James Collins in his book “Good to Great” said:
 - The who questions must come before the what questions.
 - Get the bad off the bus, and the 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 you biggest problems.
- Remember, team is “together everyone achieves miracles!”



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:
 - Enroll people into your thinking, your vision, your dream.
 - Make goals team goals.
 - 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

- 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!
- Treat life failures as an opportunity to begin more intelligently!
- Employment security means never finish your education!
- Never greet the morning without a map!
- Create relationships with hinges that never rust!
- Passion is the fuel that lights the fire!