



Leaderful
ACTION

Leadership and Management

with **Natalie Savery**



Leaderful Action

- We are a **purposeful** and **passionate** learning and development organisation that works in **partnership** with our clients to make a difference where it counts
- We merge leadership theory and knowledge with practical action to realise **potential** at all levels, with partnership working at the core of what we do
- Our programmes and approach are based on the '**leaderful**' concept and the need to take **action**

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Who we work with



Trivallis.



DEVELOPING **PASSION, PURPOSE, POTENTIAL & PARTNERSHIP**

Learning Outcomes

- Define what leadership means for you and how it is different from management
- Explore how we can balance the roles of leader and manager



Leadership Quotes

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

Maya Angelou

"Power isn't control at all~ power is strength, and giving that strength to others. A leader isn't someone who forces others to make him stronger; a leader is someone willing to give his strength to others that they may have the strength to stand on their own."

Beth Revis

"The challenge of leadership is to be strong but not rude; be kind, but not weak; be bold, but not a bully; be humble, but not timid; be proud, but not arrogant; have humor, but without folly."

Jim Rohn

"Success isn't about how much money you make; it's about the difference you make in people's lives."

Michelle Obama

"Average leaders raise the bar on themselves; good leaders raise the bar for others; great leaders inspire others to raise their own bar."

Orrin Woodward

"The quality of a leader is reflected in the standards they set for themselves"

Ray Kroc

"The function of leadership is to produce more leaders, not more followers"

Ralph Nader

"A leader is one who knows the way, goes the way and shows the way"

John Maxwell

"We need to accept that we don't always make the right decisions, that we'll screw up royally sometimes. Understand that failure is not the opposite of success, it's part of success."

Arianna Huffington

"Leadership is an action, not a position"

Donald McGannon

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Managers and Leaders

Managers' Behaviours

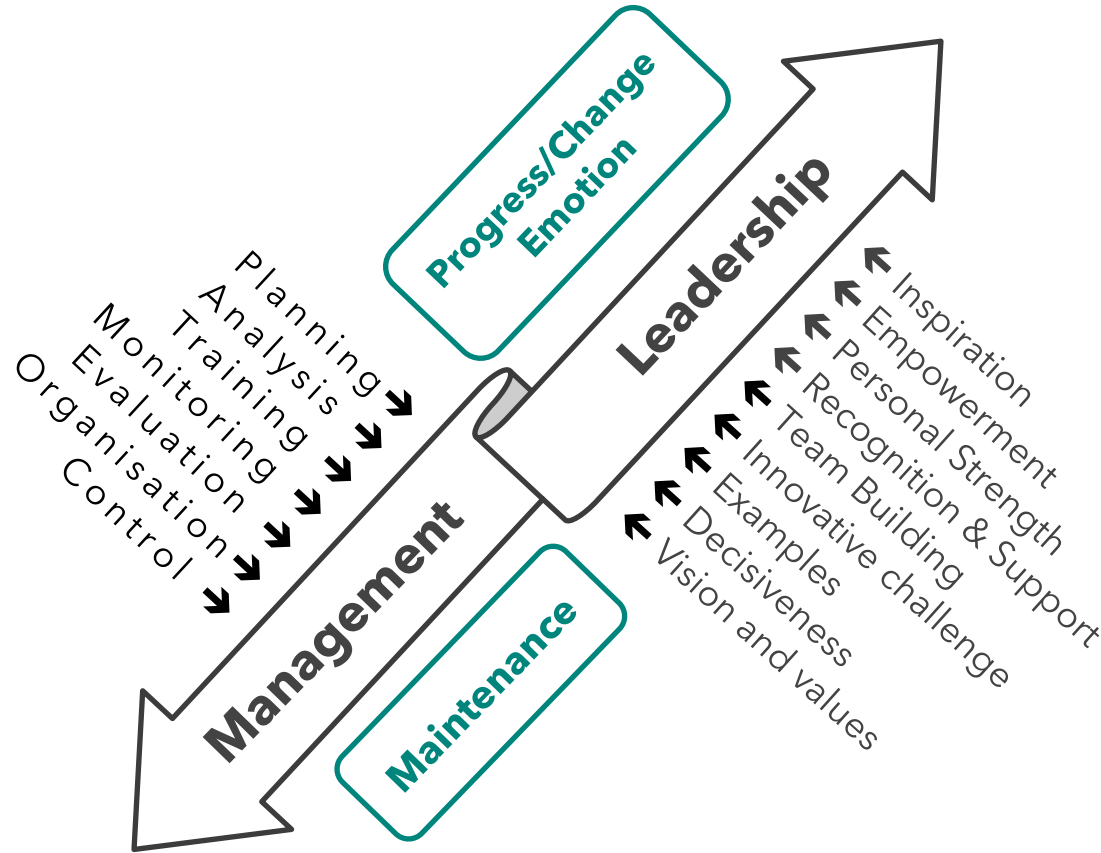
Administer
Short term views
Eye on the bottom line
Accept the status quo
Focus on structure
Command
Imitate
Do things right

Leaders' Behaviours

Innovate
Long range perspectives
Eye on the horizon
Challenge the status quo
Focus on people
Communicate
Originate
Do the right thing

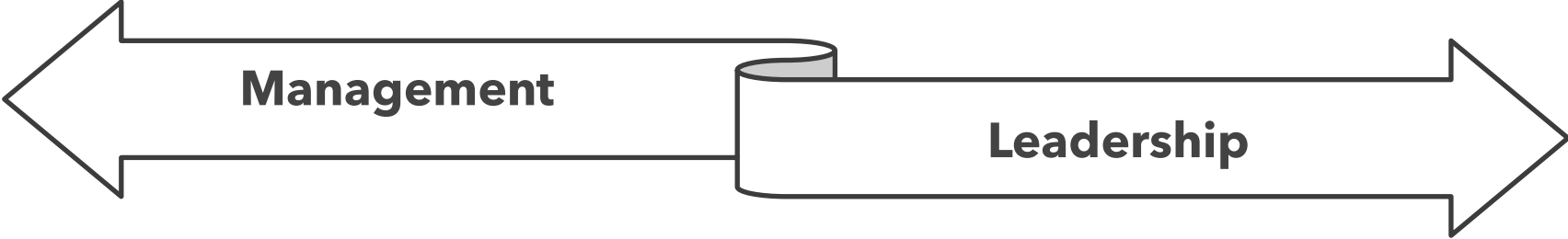
Warren Bennis 1997

Skills



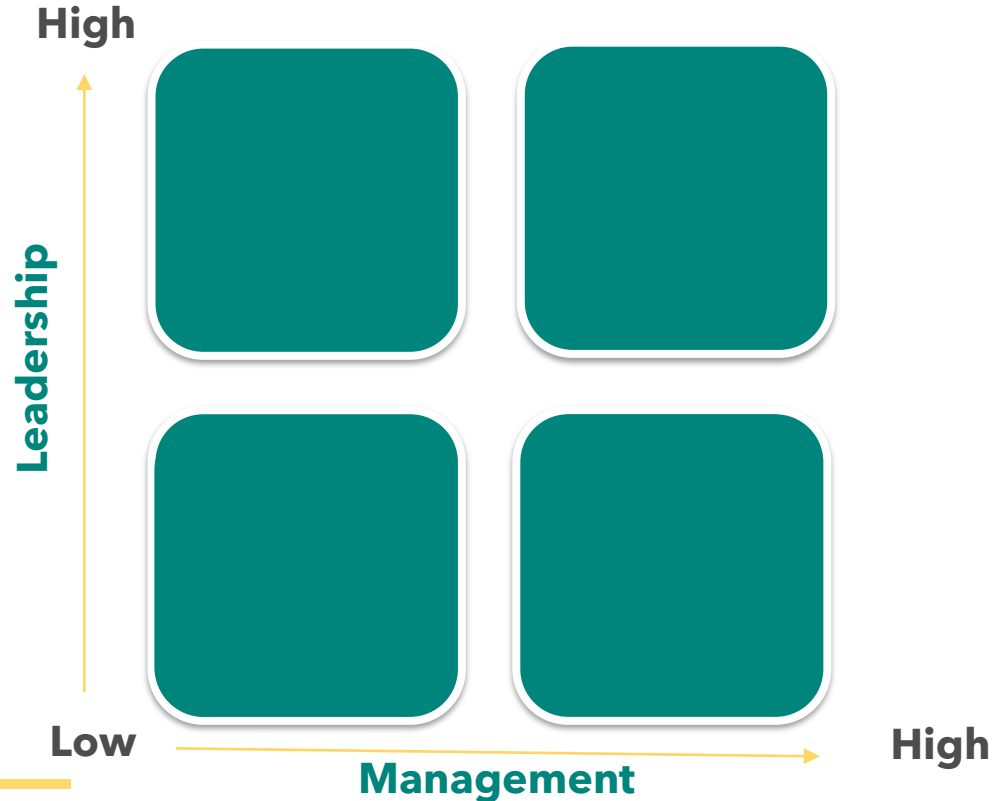
DEVELOPING **PASSION, PURPOSE, POTENTIAL & PARTNERSHIP**

Group Exercise



DEVELOPING **PASSION, PURPOSE, POTENTIAL & PARTNERSHIP**

Using Leadership and Management Skills and Behaviours



DEVELOPING **PASSION, PURPOSE, POTENTIAL & PARTNERSHIP**



**Moving between the Balcony
and the Dancefloor**

Making the shift

1. Develop own awareness of your strengths and skills, drivers and motivators
2. See, understand and communicate the bigger picture
3. Consider how you are balancing management and leadership activities
4. Re-define how you contribute and add value
5. Listen and ask questions
6. Focus on relationships and people as well as results

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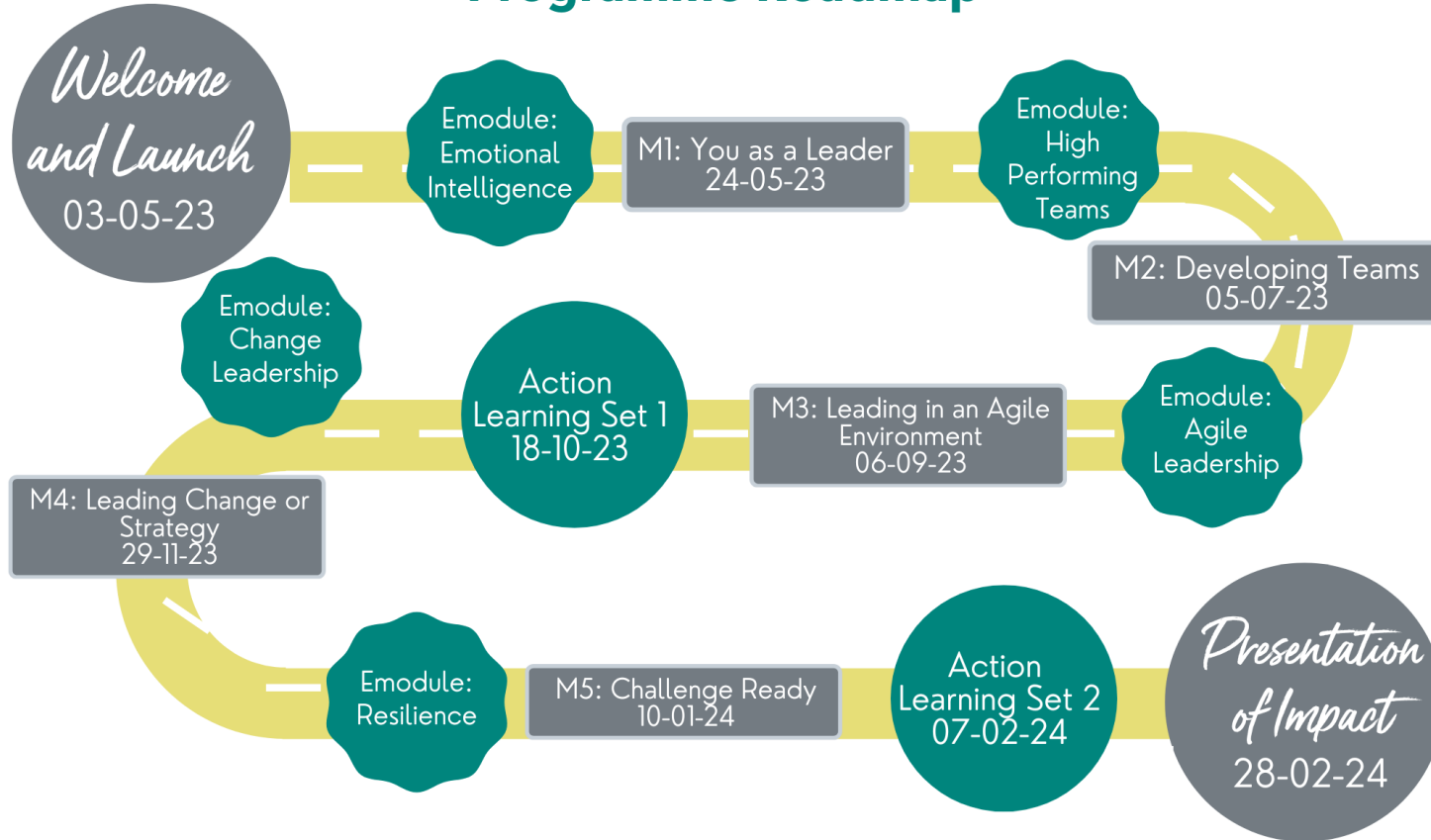


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STOP/START/CONTINUE

Reflect on what we have covered, what will you STOP doing, start DOING and CONTINUE doing to develop your leadership?

Programme Roadmap



Diolch! / Thank You!

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