



How to Influence Aspiring Leaders

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A Case Study















Leadership rolls downhill

Carpe Momentiosum



- ✿ Seize the moment – on your own terms
- ✿ ALL CAPS

Choose Conversations Carefully



✿ The Scene: Making a decision

Choose Conversations Carefully



✿ The Scene: Making a decision

✿ Take 1: “I don’t care.”

Choose Conversations Carefully



- ✱ **The Scene: Making a decision**
 - ✱ Take 1: “I don’t care.”
 - ✱ Take 2: “It’s your job, not mine.”

Choose Conversations Carefully



✱ The Scene: Making a decision

- ✱ Take 1: “I don’t care.”
- ✱ Take 2: “It’s your job, not mine.”
- ✱ Take 3: “I trust your judgment.”

Choose Conversations Carefully



- ✱ **The Scene: Making a decision**
 - ✱ Take 1: “I don’t care.”
 - ✱ Take 2: “It’s your job, not mine.”
 - ✱ Take 3: “I trust your judgment.”
- ✱ **If you say it, you have to live it**

Play to *Their* Strengths



- ✿ The PMIWDC mission statement/vision/articles of incorporation story
- ✿ Use “stretch assignments” wisely

Where Do You Live?



Never Compromise Your Integrity



- ✱ You can't be a little honest or mostly fair
- ✱ The world is a small town, and integrity is who you are

Ask for Help When You Need It



- ✱ Be strong enough to be vulnerable
- ✱ Pick the right spots

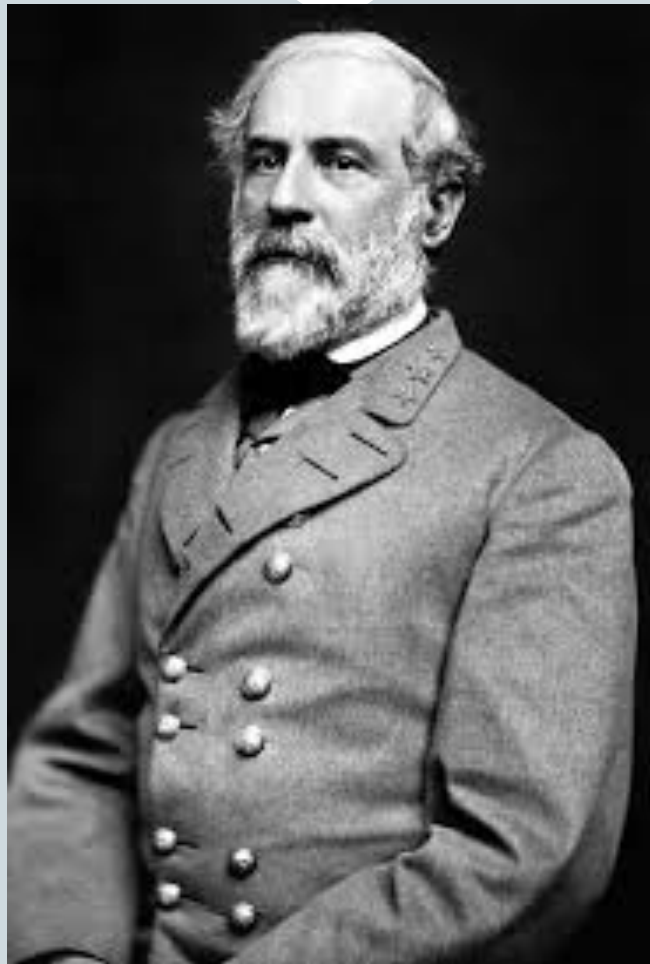
Speak Their Language



- ✱ Bouncing ideas off of others – but not the same others
- ✱ Learning *what* and *how* others think

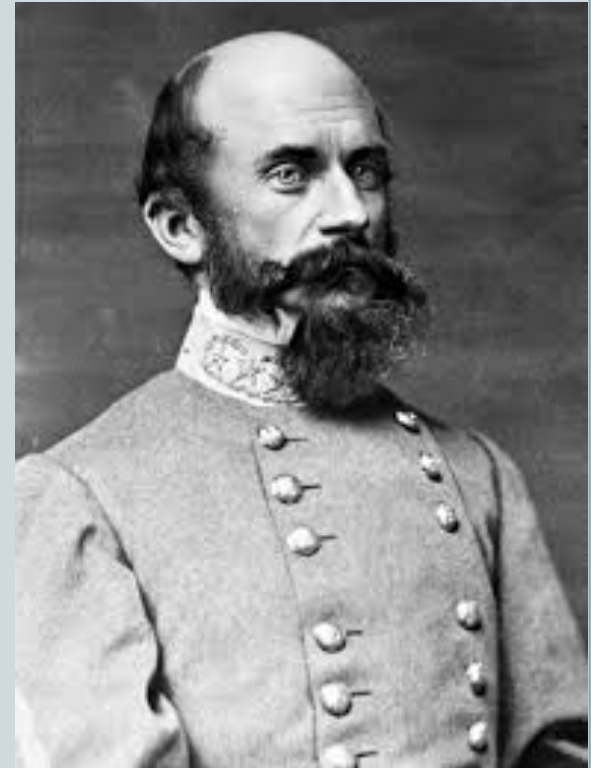
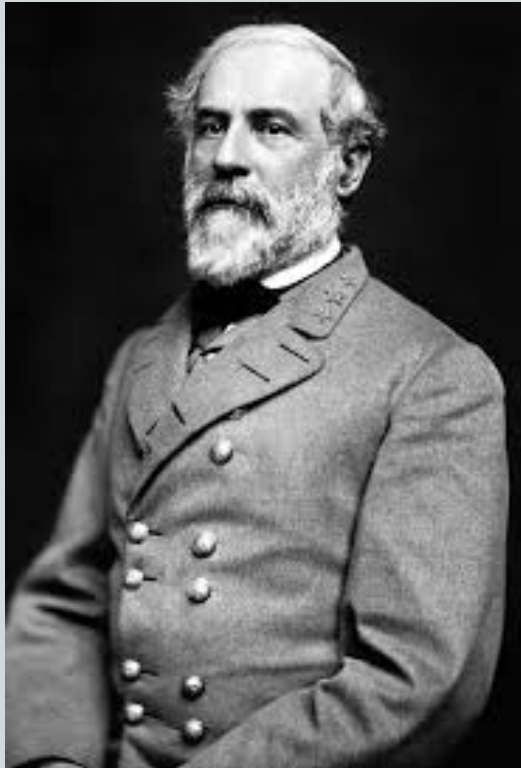


Another Case Study









Culp's Hill - Gettysburg





...take the hill “if practicable.”

Speak Their Language



“The single biggest problem with communication is the illusion that it has taken place.”

George Bernard Shaw

Be Like Ed



Ed

Knowledge Café



✦ Think of your biggest challenge in influencing aspiring leaders

Knowledge Café



- ✧ Think of your biggest challenge in influencing aspiring leaders
- ✧ Count off: one to ... in your group

Knowledge Café



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- ✧ Count off: one to ... in your group
- ✧ Number THREES: You have 10 minutes to share your biggest challenge in leading people and capture the wisdom of the people in your group

Knowledge Café



- ✦ Think of your biggest challenge in influencing aspiring leaders
- ✦ Count off: one to ... in your group
- ✦ Number THREES: You have 10 minutes to share your biggest challenge in leading people and capture the wisdom of the people in your group
- ✦ Before you begin, appoint a timekeeper

Knowledge Café



- ✧ Think of your biggest challenge in influencing aspiring leaders
- ✧ Count off: one to ... in your group
- ✧ Number THREES: You have 10 minutes to share your biggest challenge in leading people and capture the wisdom of the people in your group
- ✧ Before you begin, appoint a timekeeper
- ✧ At the end of 10 minutes, THREES yield to FOURS for 10 minutes

How to Influence Aspiring Leaders



- ✦ Remember that Leadership Rolls Downhill
- ✦ Carpe Momentiosum
- ✦ Choose Conversations Carefully
- ✦ Play to Their Strengths
- ✦ Never Compromise Your Integrity
- ✦ Ask for Help When You Need It
- ✦ Speak Their Language
- ✦ Be Like Ed

Book

