



INTEGRATED LEADERSHIP CONCEPTS, INC.

Seven Techniques to Enhance Your Leadership Capability

1. Learn continuously.

Be open to all that is around you. Look for lessons in everything: Your successes, your failures, your missteps, even in your relationships with your spouses, your children and your friends. As we allow ourselves to be open to learning, we enable movement from our comfort zones to that place where learning becomes exciting and challenging. As a result, we grow.

2. Examine yourself so you know the real you.

When you know yourself, you are in a position to anticipate your behaviors and actions to various situations. You can then create strategies that allow you to overcome or manage behaviors that get in the way of being an effective leader.

3. Acknowledge others for who they are, not what they do.

Learn to listen for what matters most to others – When we hear what matters to the other person, we listen with an open mind, and the other person feels heard. As a leader, the most important communication skill is the skill of listening. Only when we truly listen to others can we acknowledge them for who they are.

4. Deliver results consistently by leading through others.

A leader's role is to get work done through others. The most effective way to get work done through others is to inspire others to greatness by tapping into their passion. When you unleash a person's passion, that person becomes more than the person he or she once was – achieving beyond the possible.

5. Embrace authenticity.

Be true to yourself even if it makes you vulnerable. Your behaviors must align with your values, or this misalignment will cause you distress, distress that others will see. When you are not authentic, you come across as being insincere.

6. Reflect on what you see, hear and experience.

Take time to reflect on what you hear, see and experience before responding. Reflection allows us time to think and formulate a meaningful response.

7. Set clear expectations.

Clearly lay the groundwork for tasks by providing specific details, gain buy-in and establish accountability for results. Then make setting clear expectations a closed-loop process by providing feedback and re-setting expectations as necessary.