



LEADERSHIP COMPETENCIES

Awareness &
Insight

Building High
Performing Teams

Building Networks

Building Trust

Business &
Financial Acumen

Coaching &
Mentoring Others

Communication &
Listening

Driving for Results

Influence &
Diplomacy

Risk Taking

Strategic Thinking &
Visioning

Taking Initiative

Building High Performing Teams

“Moments create momentum. Momentum creates monumental results.”



SIMON T. BAILEY

Leaders Own the Moment

In this Success Talk you'll learn how to:

- Gain buy-in with team
- Manage difficult conversations

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APPLICATION SHEET

Simon Bailey describes that leaders must stop communicating and start connecting with teams. One strategy Simon suggests is to gather your team and ask them to collectively decide on responses to the following:



How do you want to communicate among teammates and departments?



How do you want to approach and resolve confrontation?



How would you like to provide information to customers?

Now ask your team: If we do this, how will it impact our team? If we don't do this, what are the ramifications?

Record these responses and plan as a team what changes everyone will commit to based on the collective feedback.