

# Leadership



## The Essentials



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**Directions:** On the left line, list the skills, behaviors, and/or attitudes you believe are important for effective leadership. On the right, rate yourself on each skill, behavior, or attitude by shading in the blocks. Then provide a rationale for your self-assessment on the line immediately below.

| Skills, Behaviors or Attitudes | Rating and Rationale |   |   |   |   |       |
|--------------------------------|----------------------|---|---|---|---|-------|
| _____                          | □                    | □ | □ | □ | □ | _____ |
| _____                          | □                    | □ | □ | □ | □ | _____ |
| _____                          | □                    | □ | □ | □ | □ | _____ |
| _____                          | □                    | □ | □ | □ | □ | _____ |

**Objectives**

- Identify personality traits of good leaders
- Identify behaviors that separate good leaders from others

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# What Do You See?



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**Direction:** In each space, take a minute to evaluate what you see—or don't see—when looking at each team picture.

| Picture 1 | Picture 2 |
|-----------|-----------|
|           |           |





Scenario:

*During a staff meeting, you share a new project the company will undertake. You share most of the details with the staff, but when Sue asks, "What's the timeline for product development?" you are not certain about the answer. How should you proceed?*

Make up something on the spot

Tell her you do not know yet and will get back to her once there is an answer.

Tell her it is not an appropriate time for questions; will discuss it later.

# Be Analytical

|  |   |   |   |
|--|---|---|---|
| <b>1</b><br><b>Prioritize Information</b><br> | <b>2</b><br><b>Clarify Information</b><br> | <b>3</b><br><b>Recognize Similarities</b><br> | <b>4</b><br><b>Recognize Differences</b><br> |
|--|---|---|---|

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## Discussion

To a certain degree your job is routine. Consequently, it is easy to come up with stock responses for stock issues. But what about unconventional situations when all eyes are on you and a formulaic response or even past experiences might be of little use? What do you do then?

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### Example

Headphones have existed for almost 100 years, but it was not until the popularity of LPs in the 1950's that someone saw an opportunity to develop and market individualized listening experiences. The increase in record sales immediately meant an increase in headphones sales. Today headphones are a one-billion-dollar industry. The personalized listening device was not a new technology in the 1950's, but someone saw an opportunity and took it.

Can you think of other examples where creativity and forward thinking lead to a noticeable change?

**Task**

From the wreckage of a plane crash, scavenge 6 items that will ensure your group's survival and attract the attention of the rescue planes.

**Directions**

- Read the scenario
- Each of the 12 items must be assessed for their value.
- Select from the materials list 6 items you think will aid in your team's survival until rescue arrives, as well as attract the attention of search planes.
- Leave the gray column blank until the instructor communicates how to use it.

**Scenario**

Along with 10 of your employees, you board a small jet to travel from Winnipeg, Canada to Salt Lake City, United States. It is the middle of January and not too long after takeoff, the plane crash lands somewhere between Bismarck, North Dakota and Fargo, North Dakota, about 20 miles from the nearest town.

Before takeoff, the pilot logged the flight plan containing vital information such as the course, speed, estimated time of arrival, type of aircraft, and number of passengers. Search-and-rescue operations began shortly after the failure of a plane to appear at its destination at the estimated time of arrival.

If and until you are rescued, how will you keep your team alive and prepared for rescue, given the emotional toll of the situation and the freezing temperatures making hypothermia a very real threat?

**Materials (in alphabetical order)**

- 0.45 caliber pistol (loaded)
- 20 ft x 20 ft piece of canvas
- Additional articles of clothing for each person
- Ball of steel wool
- Can of Crisco shortening
- Cigarette lighter (without fluid)
- Compass
- Family size chocolate bars (one per person)
- Newspapers (one for each person)
- Quart of whisky
- Sectional air map made of plastic
- Small ax

| Rank | Item | Rationale | Pts |
|------|------|-----------|-----|
| 1    |      |           |     |
| 2    |      |           |     |
| 3    |      |           |     |
| 4    |      |           |     |
| 5    |      |           |     |
| 6    |      |           |     |
|      |      |           |     |



You may use this space to note the best selection of items during the activity review.

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*Here begins the second topic not created for this sample work.*



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