



PMINJ Chapter  
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*A Day in a Leader's Life*

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# A DAY IN A LEADER'S LIFE

**Ron Taylor MBA, PMP**

# Workshop Description

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Follow a gifted leader throughout the day. You will work singly, with partners, and in teams to develop answers and strategies in response to a series of real-life challenges

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Follow a gifted leader throughout the day. You will work singly, with partners, and in teams to develop answers and strategies in response to a series of real-life challenges

The gifted leader is you

# Workshop Format

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- ✱ Brief lectures – tips and illustrative stories
- ✱ Exercises – to support or go beyond the lectures
- ✱ Success plans – to capture what you learned and how you will apply it

# Disruptive Technology

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- ❖ A term developed by Harvard professor Dr. Clayton Christensen to describe a new technology that unexpectedly displaces an established technology
- ❖ Historical examples include the printing press, the automobile, the telephone, etc.
- ❖ More recent examples include mobile technology, social media collaboration, cloud computing, etc.

# Managing Disruptive Technology

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- ❖ Managing disruptive technologies involves both people and process
- ❖ We manage processes - we lead people
- ❖ According to Tim Cook, Apple CEO:

“People trump process. If you have a VP of innovation, put a for sale sign on the door.”

# Challenges in Leading People

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- ✦ Attracting the best employees
- ✦ Influencing aspiring leaders
- ✦ Energizing key performers
- ✦ Modeling leadership behavior

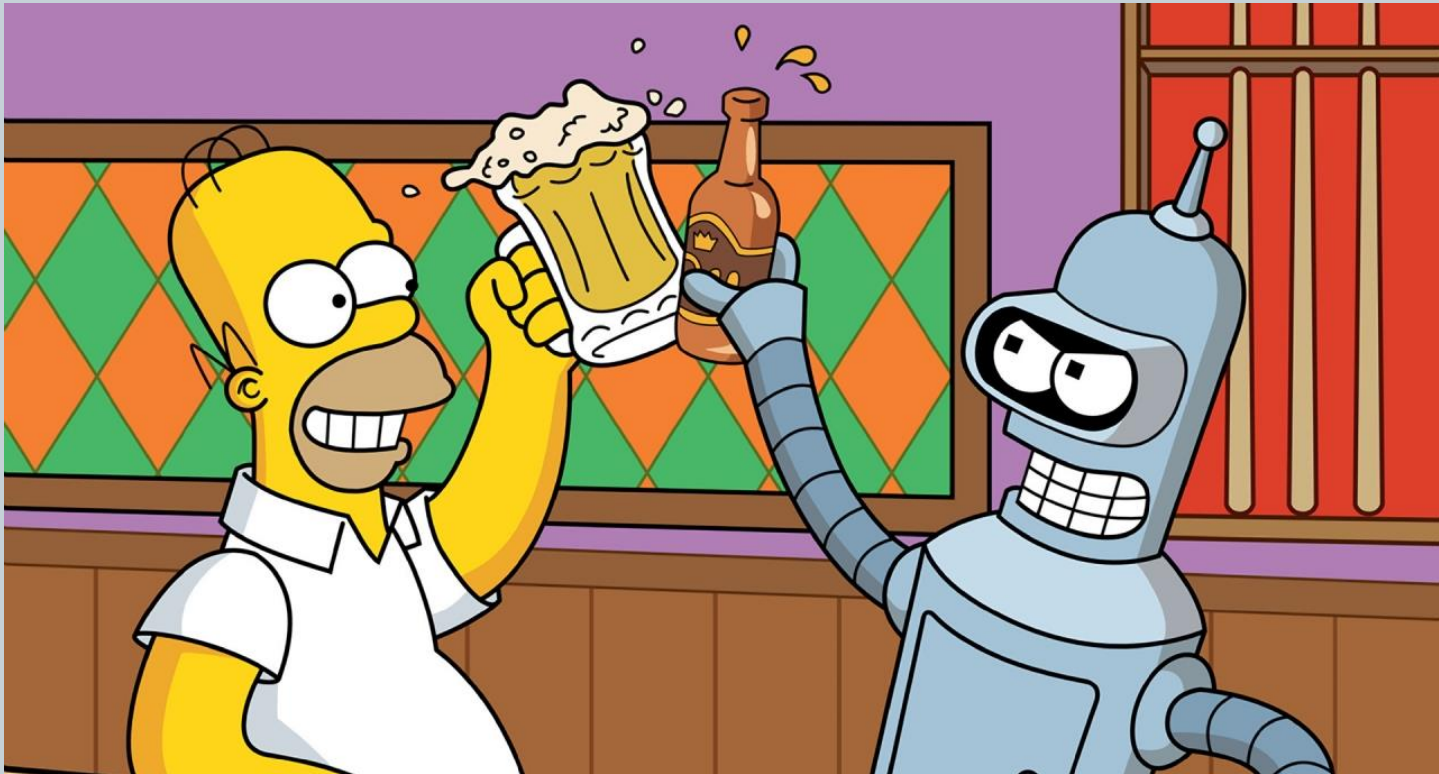


# -- I. ATTRACT THE BEST EMPLOYEES --

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# A Man Goes Into a Bar

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# The Origin of Principles – Part 1

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## ❖ Going Postal

# The Origin of Principles – Part 1

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- ❖ Going Postal
- ❖ Look for people doing something right, not wrong

# The Origin of Principles – Part II

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- ❖ Leadership is a lot of people doing what I say

# The Origin of Principles – Part II

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- ❖ Leadership is a lot of people doing what I say
- ❖ Look for more leaders, not more followers

# The Origin of Principles – Part III

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- ❖ The hardest part of sincerity is faking it

# The Origin of Principles – Part III

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- ❖ The hardest part of sincerity is faking it
- ❖ Look for substance over style



# To Do or To Be?

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## ✿ The To-do list

# To Do or To Be?

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- ✱ The To-do list
- ✱ The To-be list

# To Stay or To Go

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- ✦ Why do people leave a job?
  - ✦ Lack of Stability
  - ✦ Poor Compensation
  - ✦ Lack of Respect
  - ✦ Inferior Health Benefits
  - ✦ Lack of Work-Life Balance

Forbes Magazine

# EXERCISE 1

## ATTRACTING THE BEST EMPLOYEES

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✱ Follow the instructions in the handout

# -- SUCCESS PLAN --

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✿ Complete your Success Plan for this topic

# -- II. INFLUENCE ASPIRING LEADERS --

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# Nurturing Trust

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- ✿ The story of Jason
- ✿ Building versus nurturing trust

# Leadership Moments

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- ✱ Leadership moments defined
- ✱ The bike drafting story



# Speak Their Language

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

# Choose Conversations Carefully

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✿ The Scene: Making a decision

# Choose Conversations Carefully

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- ✱ **The Scene: Making a decision**
  - ✱ Take 1: “I don’t care.”

# Choose Conversations Carefully

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

# Choose Conversations Carefully

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## ✱ 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

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- ✱ **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**

# Ask for Help When You Need It

31

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

# Never Compromise Your Integrity

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



# EXERCISE 2

## INFLUENCE ASPIRING LEADERS

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✱ Follow the instructions in the handout

# -- SUCCESS PLAN --

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✱ Complete your Success Plan for this topic

# -- III. ENERGIZE KEY PERFORMERS --

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# Lead One Person at a Time

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- ✿ Equal versus fair – one size does not fit all
- ✿ The key to treating people fairly – get to know them

# Stop Look and Listen

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- ✱ Stop what you are doing
- ✱ Look at the world around you
- ✱ Listen to what people are saying – and not saying

# Play to Your Strengths

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## \* Focus on your strengths

\* Be the best “You” you can be, not an imitation of someone else

## \* The Tony Dungy story

# Play to *Their* Strengths

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- ✱ The Duke Ellington story
- ✱ The PMIWDC mission statement/vision/articles of incorporation story

# Engage Informal Group Leaders

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- ✱ Informal group leaders defined
- ✱ Tips for engaging informal group leaders:
  - ✱ Include them in your planning
  - ✱ Ask for their opinions and advice
  - ✱ Encourage them to be your allies
- ✱ Allow them to remain honest brokers



# Make Differences Work for You

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- ✱ Scott Page: “The Difference”
- ✱ Cognitive diversity versus like-minded experts

# Be Flexible

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- ✿ My way or ... a better way?
- ✿ The key to energizing key performers is delegating

# EXERCISE 3

## ENERGIZE KEY PERFORMERS

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✱ Follow the instructions in the handout

# -- SUCCESS PLAN --

44

✱ Complete your Success Plan for this topic

# -- IV. MODEL LEADERSHIP BEHAVIOR --

45

# Use the Power of Mirror Neurons

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- ✱ The monkey and the banana
- ✱ Aligning with the leader

# Project an Image of Calm Confidence

47

- ✱ How to make people worry
- ✱ Presentation skills story

# Admit Your Mistakes

48

- ✱ The fear of admitting mistakes
- ✱ The courage to admit mistakes



# Do Not Complain

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The story of Lois

# Do Not Complain

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“When faced with great challenges, don’t ask that the task become easier. Instead, ask that you find the inner strength to deal with the situation.”

Brig. General Bernard Champoux

# Stay in Your Own Lane

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- ✱ The Teen-Age Grown-Up
- ✱ Guidance versus interfering

# EXERCISE 4

## MODEL LEADERSHIP BEHAVIOR

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✱ Follow the instructions in the handout

# -- SUCCESS PLAN --

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✱ Complete your Success Plan for this topic

# Contact Information

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