



TE RŪNANGA O
TOA RANGATIRA

Leadership
Seminar:

Good to Great





Leaders...born or made?

Who, what,
why, how?



**But first...a word on
priorities...and
limits**



What?

The art of
creating and
giving people
reasons to
follow



Reasons people follow...

You

- Reasons about the leader

Vision

- Reasons about the future you propose

Expectations

- Reasons about their follower experience

Who?
Everyone is
both a
follower...and
a leader!

“

If your actions inspire others to dream more,
learn more, do more and become more,

YOU ARE A LEADER.

— John Quincy Adams

”

**Who?
Everyone is a
leader!**

Good



Great

How...do you get people to follow?



**...and begin with
the end in mind...**



**How...do you get
people to follow?**

**...build
exceptional
competence...**



How...do you get people to follow?

Vision – no one will follow you if they have no idea where you're leading them...and you need to see it first!



How...do you
get people to
follow?

...keep your
promises and say
sorry when you
can't...



How the project leader understood it

How the programmer wrote it

How the project was documented

How the customer was billed

Good to Great...



Core values

