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Welcome to The Top 5 Leadership Behaviors that **every single Great** Leader should portray.

I'm Donna Galatas and today is gonna be a great day!

Let's dive right in!



Being a skilled leader is just one of the abilities great people managers must develop in order to be effective and successful in their work. However, it is one of the most critical abilities. We actually begin all our management training workshops with Leadership for this very reason. Our goal is to set the stage for you to understand leadership behaviors so that you can really work that muscle.

What You'll Learn

- What is Leadership?
- Top 5 Leadership Behaviors
 1. Communicating Meaning
 2. Genuine Caring About People
 3. External Focus
 4. Awareness of the Big Picture and
 5. Clear Honest Communication
- Common Mistakes

So here's what you'll learn in this session:

- What is Leadership and how do we define it?
- You'll learn about the top 5 Leadership behaviors
 1. Communicating Meaning
 2. Genuine Caring About People
 3. External Focus
 4. Awareness of the Big Picture and
 5. Clear Honest Communication

These 5 behaviors are critical and we'll examine how they impact our lives in the business world by looking at several case studies.

We'll also go over some of the most common mistakes a leader can make for each of these behaviors.



Before we begin, let's do a short exercise to capture what you already know and believe about your own Leadership skills. And as a little housekeeping tip, each section will have exercises for you to complete. You can download them from the resource section below the videos.

It's your choice whether you want to do this first exercise or not but it's been designed to support your learning in this course. All answers for this first exercise are for your own use only so don't worry about how you score or rank. Be as honest with yourself as possible because self-awareness is something you'll use extensively over your lifetime.

Leadership Exercise

I believe that my leadership skills are effective in the following areas:

These skills are measurable in the following ways:

I believe that I need to improve my knowledge, skills and abilities in the following areas:

On paper, list 3-5 answers to each question. Pause the video after each question or pause it after all 3 questions. Here we go:

1. I believe that my leadership skills are effective in the following areas:

Write 3 to 5 areas. OK, next question.

2. These skills are measurable in the following ways:

Write 3 to 5 ways you can measure the skills you listed in question #1. OK, next question.

3. I believe that I need to improve my knowledge, skills and abilities in the following areas:

This one is important. Write down 3 to 5 areas you believe you need to work on.

Keep this exercise and refer back to it after you've gone through this Leadership training. Then, as you continue to go through this course, keep these things in the front of your mind so you can learn new ways to strengthen your skills.

What is Leadership?

- A Good Manager, Supervisor or Lead will work on Leadership skills
- Anyone at any level can become a Leader

What IS Leadership? Leadership means a lot of different things to different people. It's been defined in so many ways across the years based on many, many studies and experiments.

The goal of this session is to give you a little bit of context regarding Leadership behaviors within a company and to help you frame some practical and really do-able tips and techniques to enhance your Leadership abilities.

A good manager, SUPERVISOR, or LEAD will work on Leadership skills because it is crucial to the foundation of success in managing people and projects.

Being a leader isn't just the job of the CEO.

Anyone at any level can become a leader.

Leadership

“Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others”

—Former CEO of General Electric Jack Welch



Here is a quote from Jack Welch about Leadership:

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others."

I like this quote, because it IS true. It's true that your main focus moves to helping others grow and become better at their jobs, but don't ever forget that each of us needs to continue to grow and develop our selves—that should never stop, no matter how effective we become as Leaders. That's why you're here.

What is Leadership?

Leadership is not something you do
TO people—

it is something you do
WITH people

Blanchard, Zagarmi and Zagarmi 1994

Again, what is leadership?


“Leadership is not something you do TO people—
it is something you do WITH people”

This is a quote from Ken Blanchard. It really highlights a good explanation of what leadership SHOULD be don't you think?

“Leadership is not something you do TO people—
it is something you do WITH people”

Always keep that in mind.

What is Leadership?

A photograph of Simon Sinek, a man with glasses and a checkered shirt, speaking with his hands raised. The image is used as a background for the quote.

“Leaders are the ones who are willing to give up something of their own for us. Their time, their energy, their money, maybe even the food off their plate. When it matters, leaders choose to eat last.”

— Simon Sinek, *Leaders Eat Last: Why Some Teams Pull Together and Others Don't*

Here's a quote from Simon Sinek. It comes from his book: *Leaders Eat Last: Why Some Teams Pull Together and Others Don't*

“Leaders are the ones who are willing to give up something of their own for us. Their time, their energy, their money, maybe even the food off their plate. When it matters, leaders choose to eat last.”

Let that one sink in for a minute. How many times has YOUR leader put you first? How many times have you put YOUR TEAM first? When you think about your favorite leaders, would you say they would eat last if it mattered?

Leadership Defined



No matter how you define Leadership, after years of study and working with leaders of every caliber, we've identified five behaviors we have found to be crucial in strong Leaders. They are:

1. Communicating Meaning
2. Genuine Caring About People
3. Having an External Focus
4. Being aware of the Big Picture and
5. Clear Honest Communication

In the next videos, we'll take a deeper look at each of these behaviors so this makes more sense to you.