

# The following is based on actual events.

Only the names, locations and events have been changed.

















### There's a lesson to be learned in every

mistake.























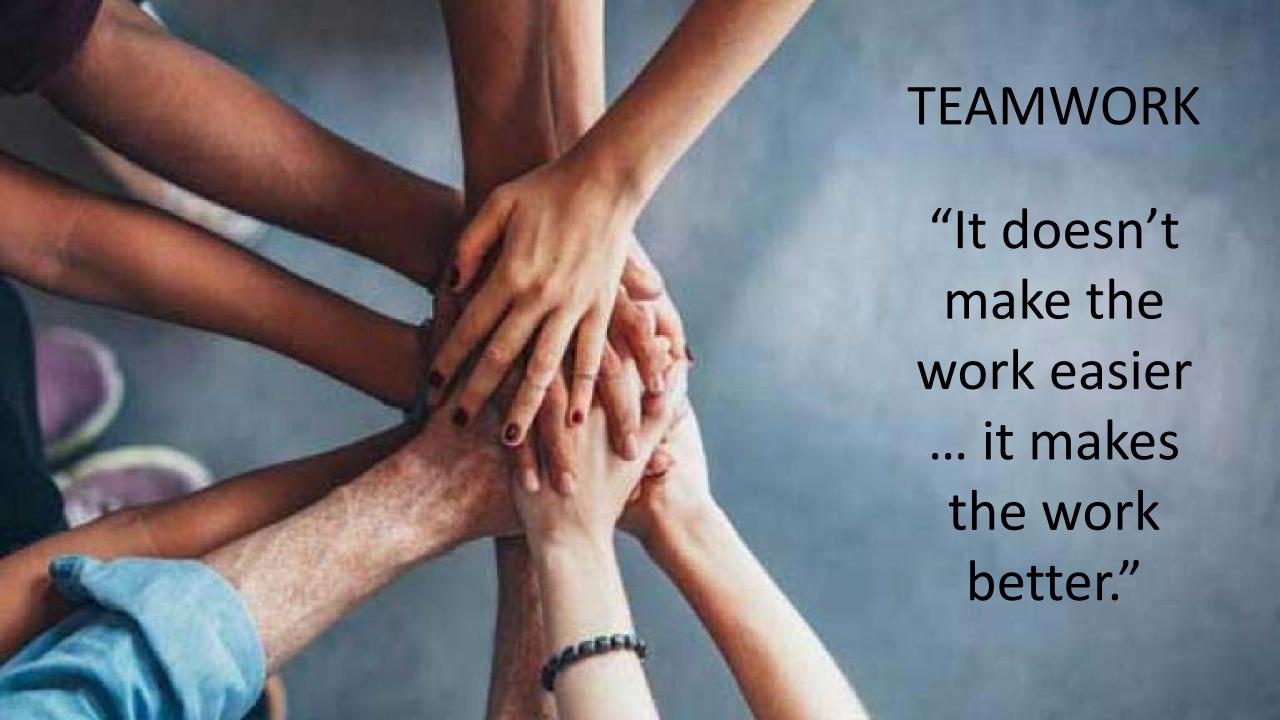








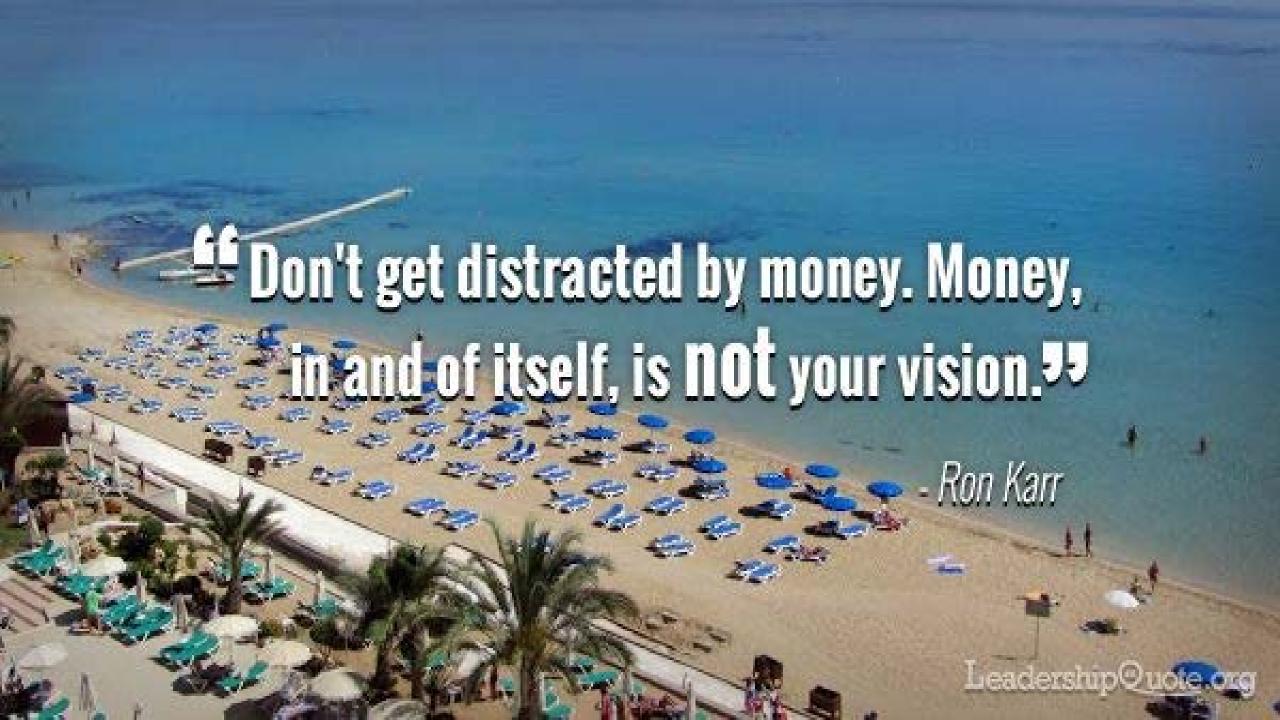












# FEAR OF MISSING OUT



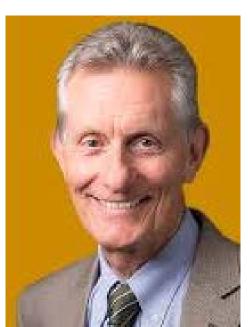










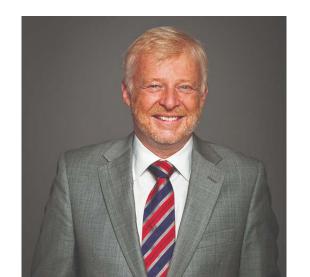
















credibility

reliability

intimacy











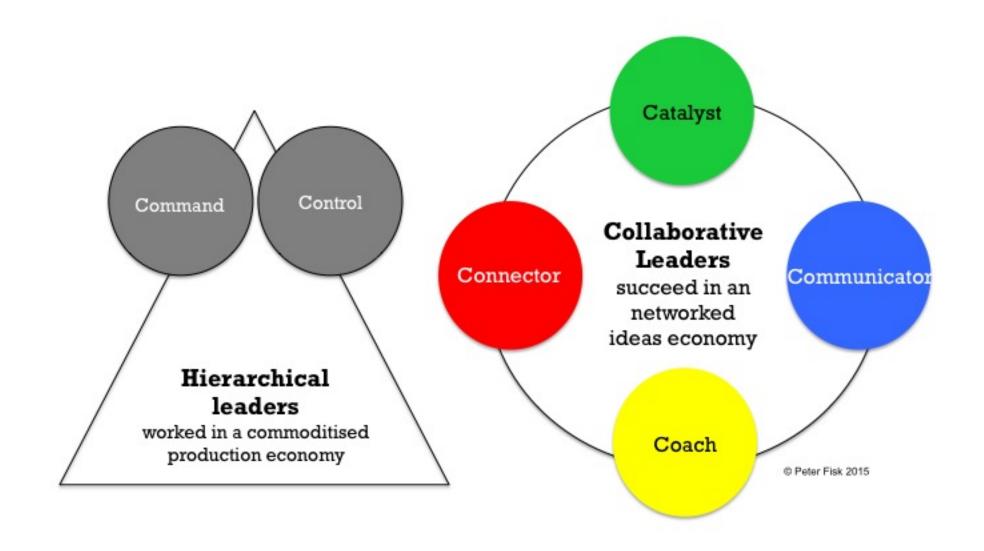


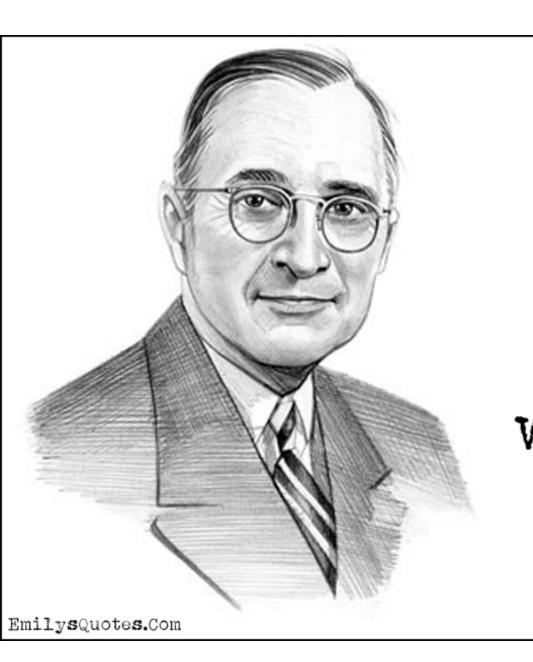


Trust



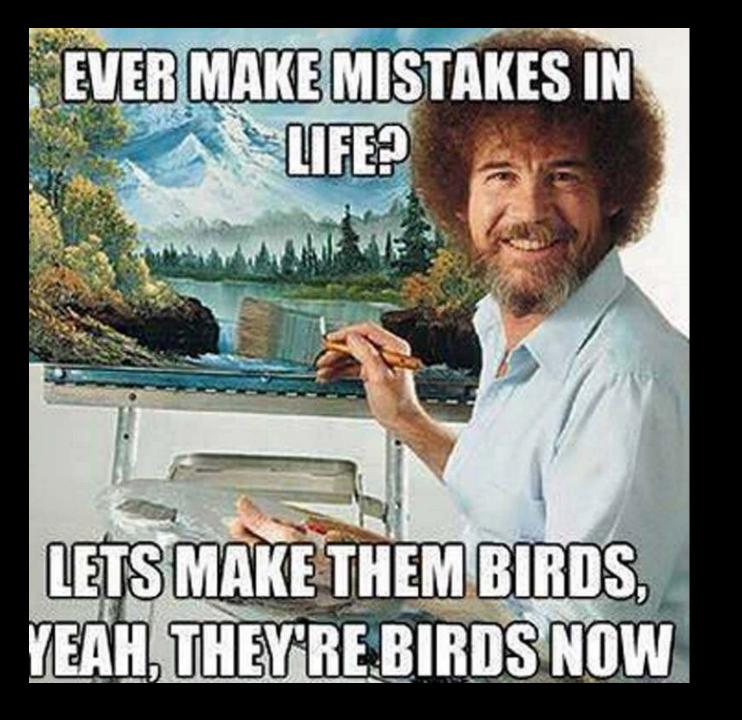
self interest/orientation





It is amazing what you can accomplish if you do not care who gets the credit.

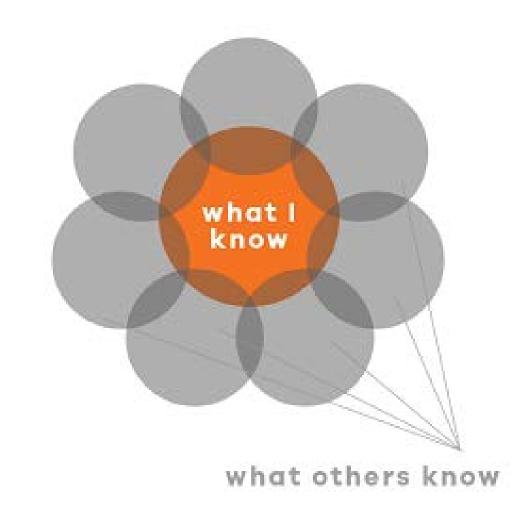
-Harry S Truman

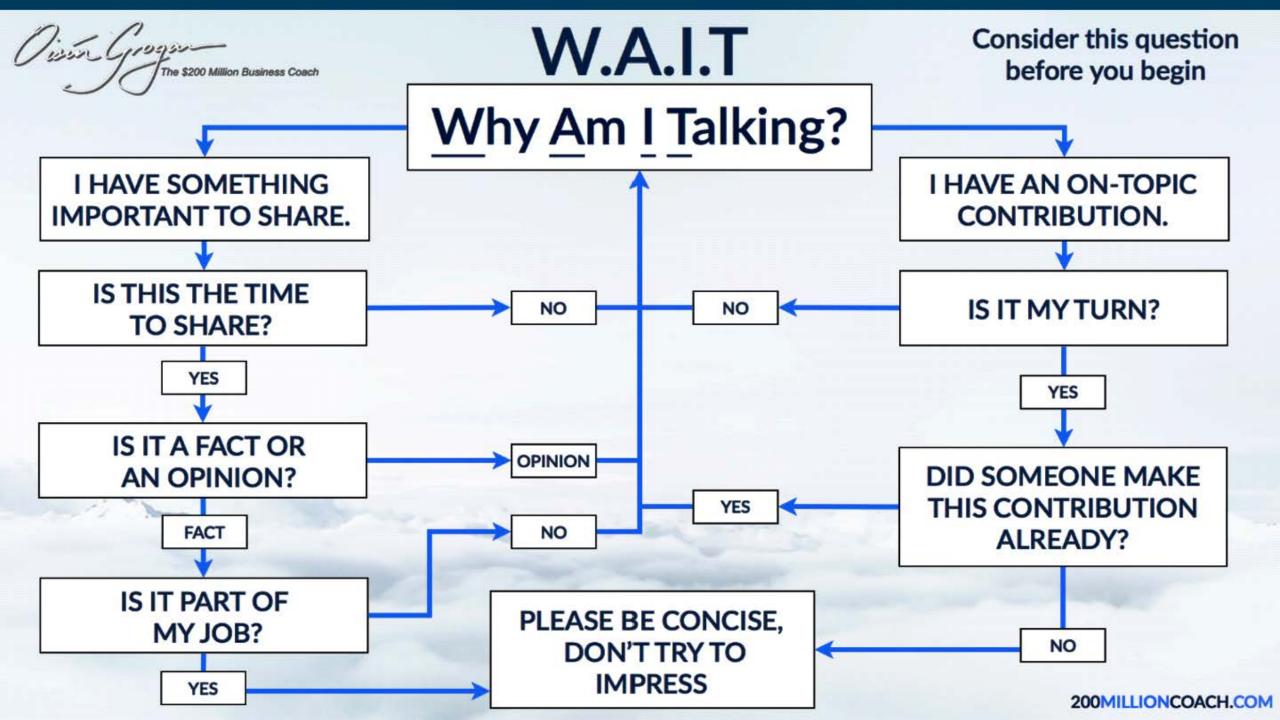


#### IMPOSTOR SYNDROME



#### REALITY





New York Times Bestselling Author of The 21 Irrefutable Laws of Leadership

## JOHN C. MAXWELL

360° LEADER

Developing Your Influence from Anywhere in the
Organization



Source: John Maxwell - The 360 Leader - Developing Your Influence from Anywhere in the Organization

#### COMPARING THREE STYLES OF LEADERSHIP

|  | COMMAND<br>AND CONTROL   | CONSENSUS  | COLLABORATIVE   |
|--|--|--|---|
| ORGANIZATIONAL<br>STRUCTURE                                | Hierarchy  | Matrix or small group  | Dispersed, cross-<br>organizational<br>network  |
| WHO HAS THE<br>RELEVANT<br>INFORMATION?                    | Senior management  | Formally designated<br>members or represen-<br>tatives of the relevant<br>geographies and<br>disciplines | Employees at all lev-<br>els and locations and<br>a variety of external<br>stakeholders   |
| WHO HAS THE<br>AUTHORITY TO<br>MAKE FINAL<br>DECISIONS?    | The people at the top of the organization have clear authority   | All parties have equal authority   | The people leading collaborations have clear authority  |
| WHAT IS THE<br>BASIS FOR<br>ACCOUNTABILITY<br>AND CONTROL? | Financial results<br>against plan  | Many performance indicators, by function or geography  | Performance on achieving shared goals   |
| WHERE DOES IT<br>WORK BEST?                                | Works well within a defined hierarchy; works poorly for complex organizations and when innovation is important | Works in small teams;<br>works poorly when<br>speed is important   | Works well for diverse<br>groups and cross-unit<br>and cross-company<br>work, and when inno-<br>vation and creativity<br>are critical |







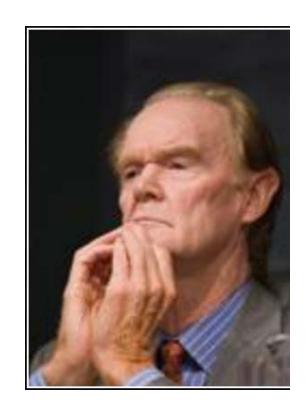














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