

## Developing Your Leadership Competencies

### A. Listening

- Try to understand what the other person really wants
- What is the real driver of the other person's behavior?

### B. Time Management

- "Big Rocks" theory
- Think WIN – What's Important Now

### C. Goal Setting

- Be SMART
- Regular check ups

### D. Vision Development

- Current v. future state
- What legacy do I want to leave?

### E. Motivating Others (Personal Integrity)

- *The 8th Habit*- Steve Covey
- *The Speed of Trust* – Franklin Covey

### F. Delegating