

“What Winning Leaders Do”

- 1. Leaders relentlessly upgrade their team, using every encounter as an opportunity to evaluate, coach and build self-confidence.** Take every opportunity to inject self-confidence into those who have earned it. Use ample praise, the more specific the better.
- 2. Leaders make sure people not only see the vision, they live and breathe it.** There were times I talked about the company’s directions so much in one day, that I was completely sick of hearing myself.
- 3. Leaders get into everyone’s skin, exuding positive energy and optimism.** Unhappy tribes have a tough time winning.
- 4. Leaders establish trust with candor, transparency and credit.** Leaders never score off their own people by stealing an idea and claiming it as their own.
- 5. Leaders have the courage to make unpopular decisions and gut calls.** Don’t run for office. You’re already elected.
- 6. Leaders probe and push with a curiosity that borders on skepticism, making sure their questions are answered with action.** “We’ll look into it,” says Welch, is the all too common business head fake.
- 7. Leaders inspire risk taking and learning by setting an example.** There is no edict in the world that will make people take risks or spend their time learning.
- 8. Leaders celebrate.** Celebrating makes people feel like winners.