LEADERSHIP & MANAGEMENT STYLES that SUCCEED!

Needs & Values are sources of conflict.

Organized Leader
- OBEY them & use them to control. Industry becoming hard to manage.
- The BRITISH way: 
  - British customers don't like change, so you have to manage them.
- Similarly, the Americans don't like change, so you have to manage them.
- They have a different way of doing things, so you have to manage them.
- They also have a different way of doing things, so you have to manage them.

The BEST LEADER can lead in 4 different ways.

- We don't like chaos, organize it.
- They say, "Yes!" but they don't mean it.
- They always operate behind the scenes.
- Keep the reins on them.

THE RELATIONSHIP WAY:
- The power of knowing how you really are.
- Every organization has these.
- The POWER of knowing how you really are.
- The POWER of knowing how you really are.

IDENTITY MAPPING
- We each have unique strengths.
- Needs & values.
- We each have unique strengths.
- Needs & values.
- We each have unique strengths.
- Needs & values.

THE LOGICAL WAY:
- Logical drives.
- Analytical mind.
- Problem-solving.
- Solution-focused.
- Values & norms.
- Relationship value.
- Shared vision.
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