



Leadership 101

“What makes leadership is the ability to get people to do what they don't want to do and like it.” - Harry Truman

Role of a Supervisor

- **Lead your team – be the example; walk the walk**
- **Engage them; the responsibility is yours – take accountability**
- **Align them on the common goal – communication is key**
- **Develop them - Ensure people have the skills as you delegate**

Leaders need to know that people learn 3 ways

1. **Auditory (hear it)**
2. **Visual (see it)**
3. **Kinesthetic (do it)**

Have you considered who learns what way on your team?

What have you done as a leader to treat them different?

“Treat others how they want to be treated and you will increase productivity!”

Communication & Motivation

What motivates your people?

Types of Communication

- **Positive, Negative, Constructive, None**

Communication Styles

- **Verbal/Tone of voice, Body language – Stance, arms**



Leadership Styles – which one are you?

1. Director/Dominant/Developer (Authoritative-Directive)
 - Self-reliant, self-assured, Decisive
2. Social/Influencer/Promoter (Collaborative)
 - Persuasive, Influential, Pleasant, Impulsive, Convincing
3. Relator/Steady/Achiever (Participative-Delegative)
 - Relaxed, Outgoing, Eager, Team-person, Change-oriented
4. Thinker/Conscientious (Democratic)
 - Persistent, Sensitive, Mature, Analytic, High standards, Systematic

Choose the leader you want to be and continue to gain knowledge, develop skill and enjoy your journey.