



Welcome
to
“Leading though
Excellence”
...developing your leadership message

A hosted, collaborative thinking event
with
Alden B. Davis



Corporate Plumber



Organizational Enema

Today's Purpose

To develop and articulate our personal leadership messages
In a way that clarifies our own standards of excellence
So that the world is left in a little better state because we were
here.

Products:

- The work of leaders
- Message and medium
- Personal "Quality Platform"
- Standards, metrics and performance requirements
- Leaders, learners and excellence

Success Will Look Like...

Given an awareness of your personal standards of excellence

Stand in front of the group and deliver a leadership statement

In a way that the standard is understood, we hear the word “I” or “for me” or “to me,” and the metric of success is clear.

Workshop Outline

Test Drive

Group Hug

Quality Platform

Individual Time

Modeling

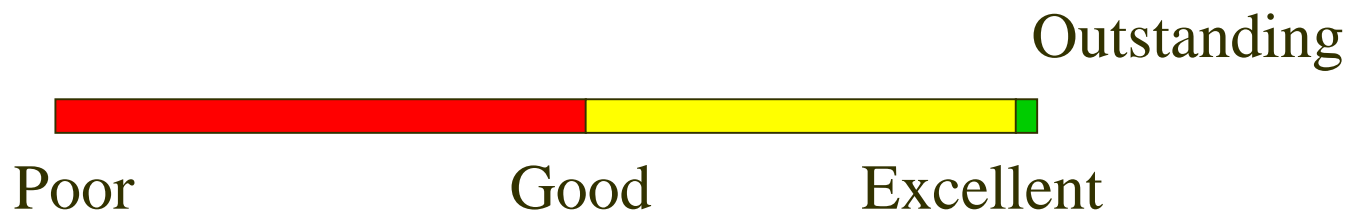
Example Demonstration

Who Cares?

Concepts

Our Choice

- Poor standards deliver Negative results/rewards
- Good standards deliver Poor results/rewards
- Excellent standards deliver Good results/rewards
- Outstanding standards Take all the rewards

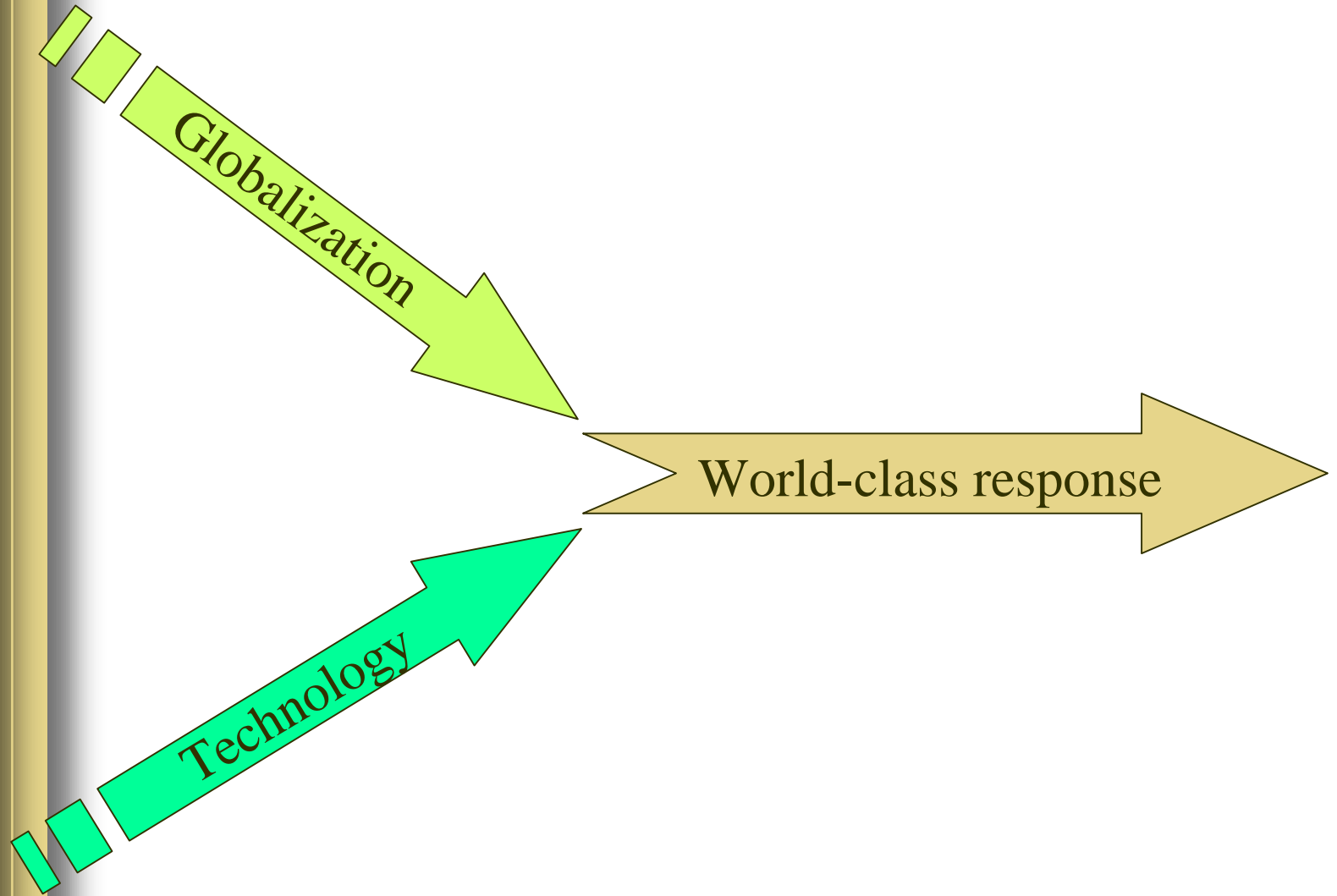


Globalization...

the new arena



Session 1





“We are in an all out brawl
and there are no rules.”

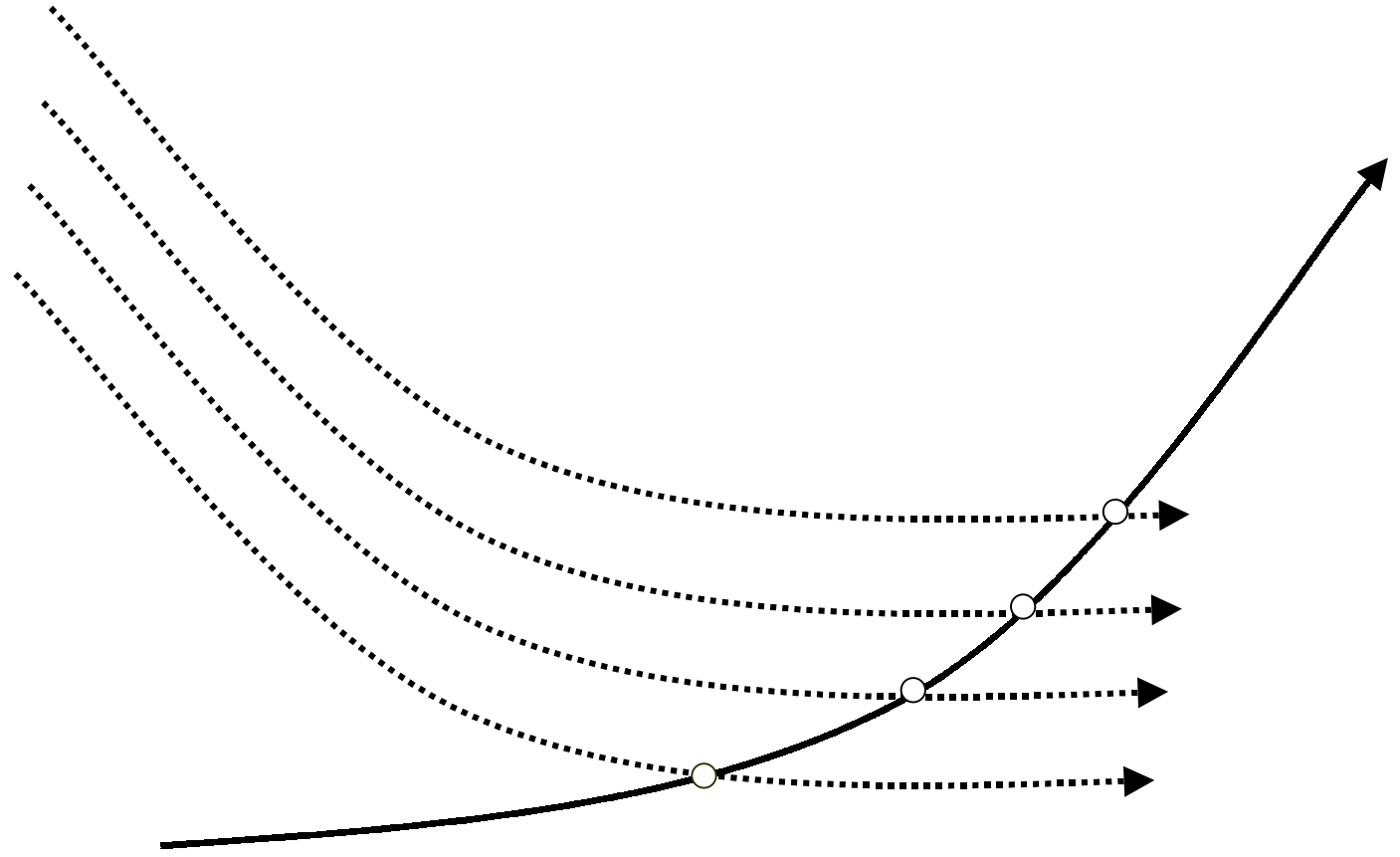
Paul Allaire-Xerox

The World Stages

	Cold-War Era (1954-1989)	Globalization Era (1995+)
Power	U.S./U.S.S.R. Balance	No-one
Economics	Partitioned	Boundryless
Culture	Regional	Global, homogenizing
Ideas	Communism vs. capitalism	Free-market capitalism
Perspective on Globe	Division	Integration
Demographic trends	East/West...South/North	Rural/Urban with global tastes
Defining technology	Nuclear	Computers, micro, internet
Defining measure	Throw-weight	Speed
Symbol	"The Wall"	WWW
Defining document	The treaty	The deal
Defining law	$E=MC^2$ (Einstein)	Computing power 2x/18-24months (Moore)
Sport analogy	Sumo wrestling	Daily 100-meter dash
Enemy	Visible	Invisible
Identity	Insular	Global

Ref. The Lexus and the Olive Tree, Friedman

Learning Curve and Standards



The Work of Leaders

- Clarify Performance Requirements

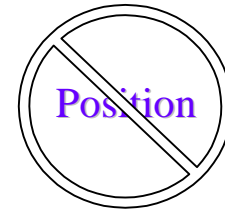
- Ensure Capacity

- Build stakeholders

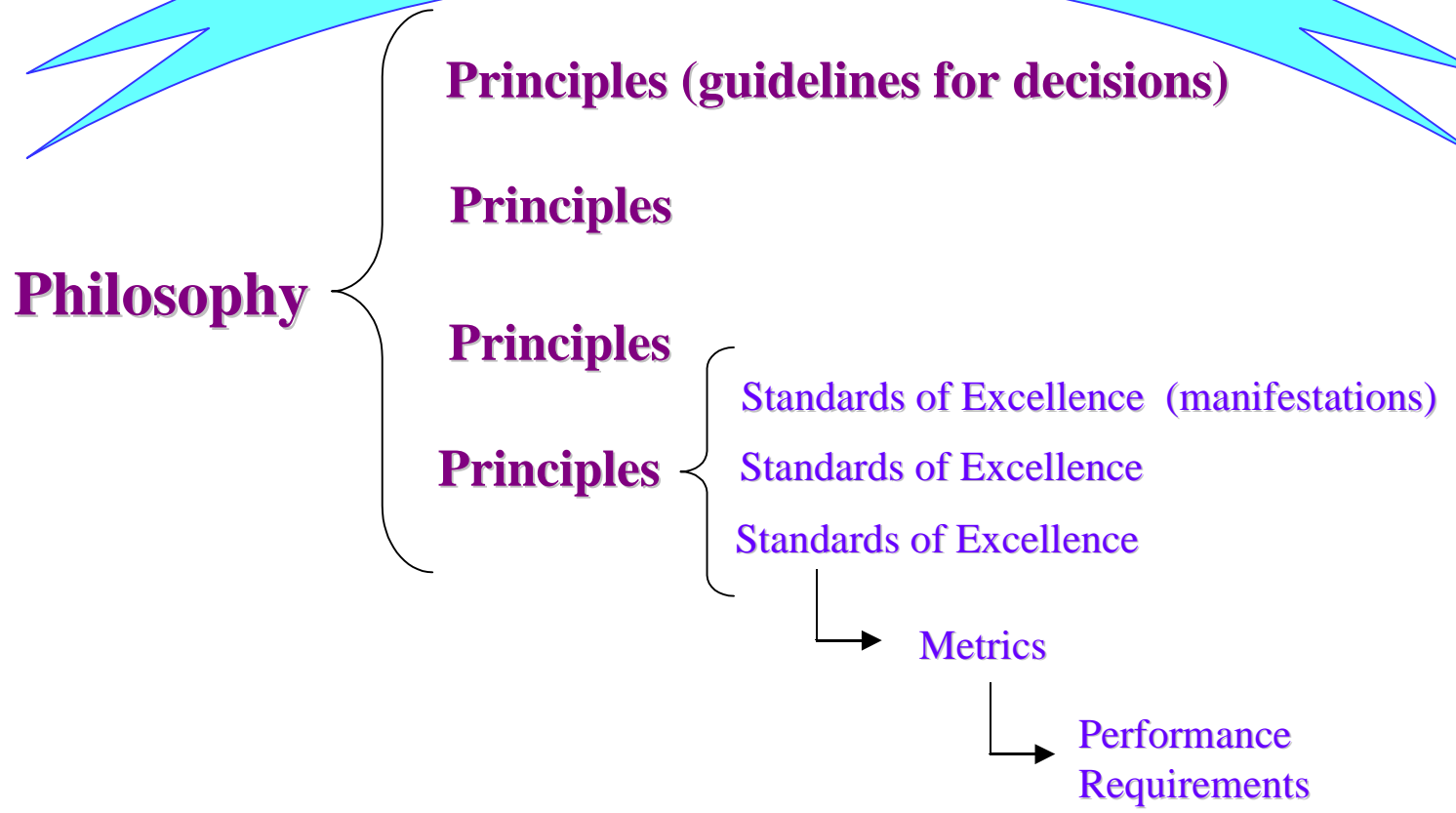
- Enable possibility thinking

- Foster spirit and will

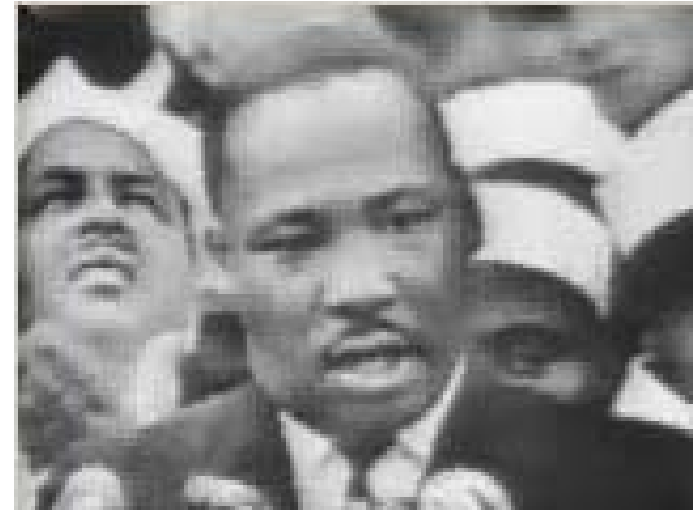
- Cultivate an appreciation in others by developing context



Values



- I say to you today, my friends, that in spite of the difficulties and frustrations of the moment, I still have a dream. It is deeply rooted in the American dream.
- I have a dream that one day this nation will rise up and live out the true meaning of its creed: “We hold these truths to be self-evident, that all men are created equal.”
- I have a dream that one day on the red hills of Georgia the sons of former slaves and the sons of former slaveowners will be able to sit down together at a table of brotherhood.
- I have a dream that one day even the state of Mississippi, a desert state, sweltering with the heat of injustice and oppression, will be transformed into an oasis of freedom and justice.
- I have a dream that my four children will one day live in a nation where they will not be judged by the color of their skin but by the content of their character.



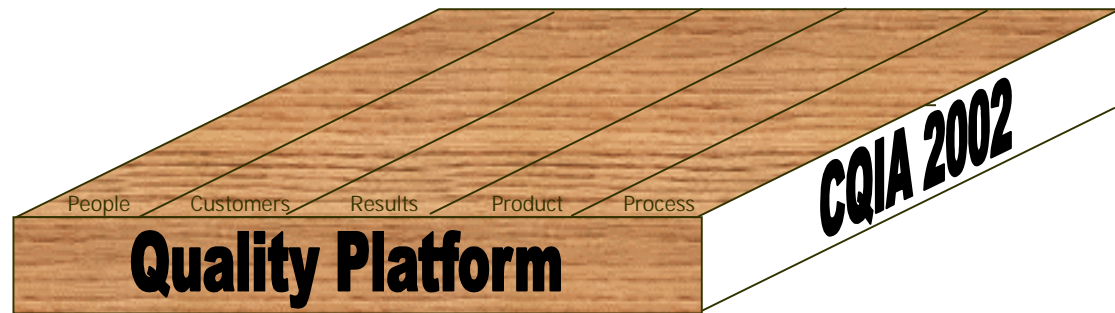
Practice

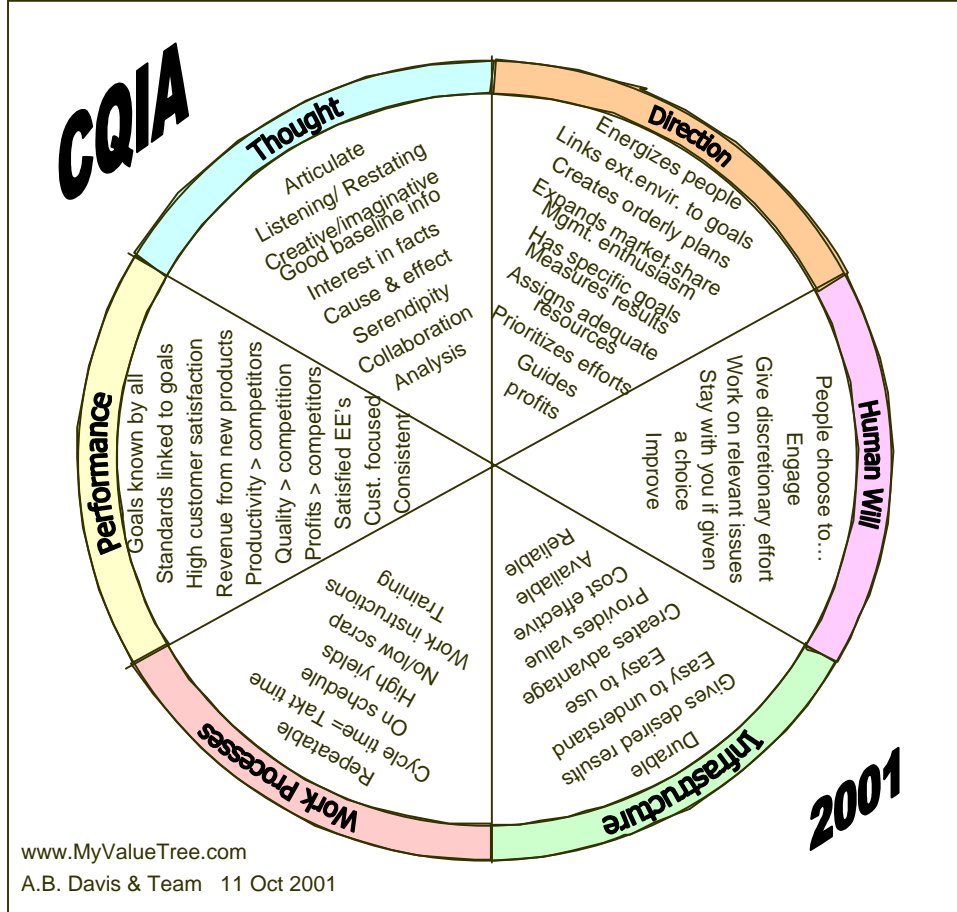
- Pick a person
- Read their bio
- Fill in the blanks...

What is Valued?	What is their standard of excellence?	Metric Used?	Metric Goal?

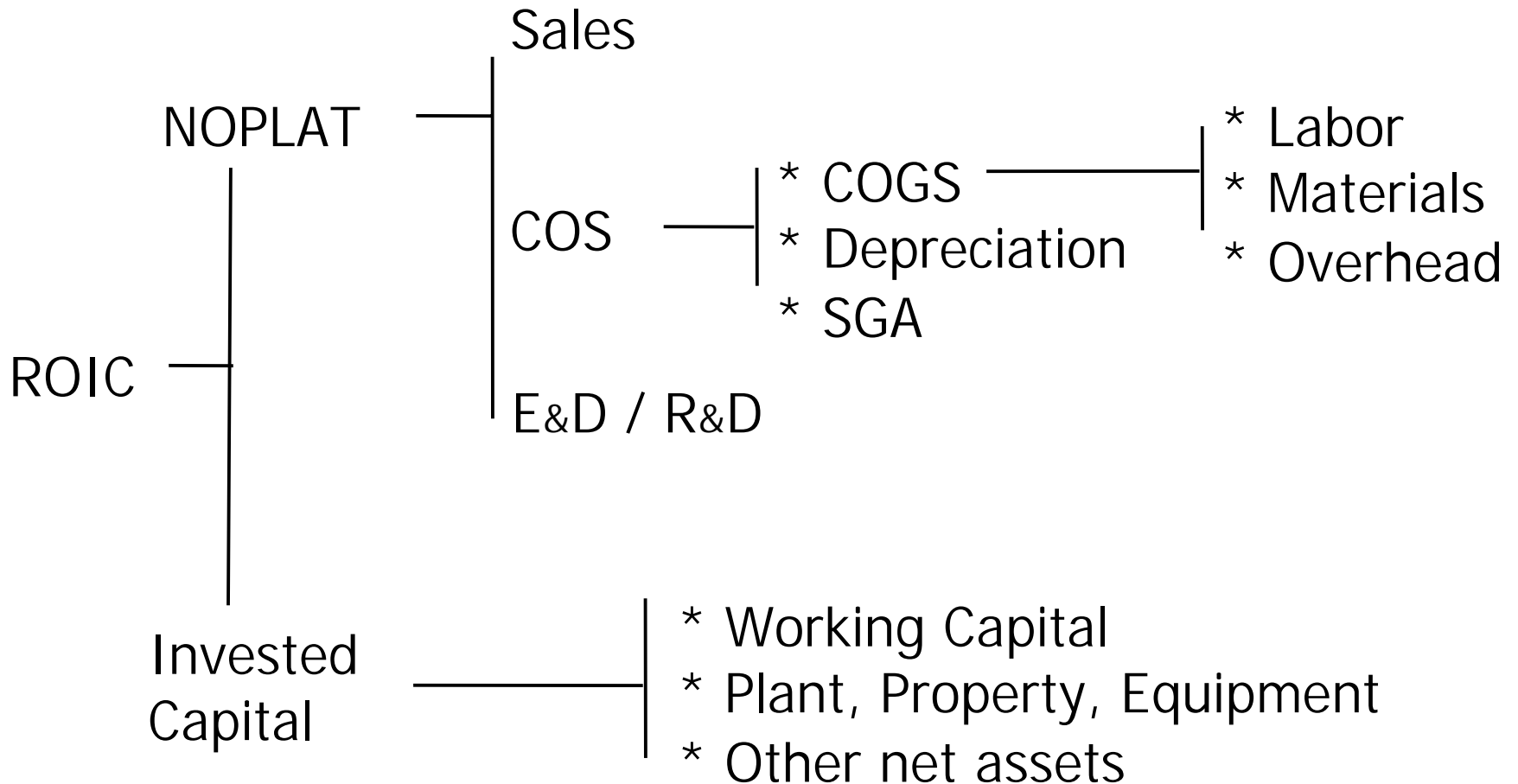
- Be the person to us

Developing Your Leadership Platform





The Value Tree Summary





Grand Finale
Leadership Exercise

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**Drive on to
Excellence**

Leading

Through

Excellence