

10 OBJECTIVE BASED LEADERSHIP PRINCIPLES

By TEAM SOLUTIONS

1- Begin with the End in Mind

- ✳ *Clearly define AND communicate the objective; then lead unapologetically to its conclusion*

2- There is no "I" in TEAM

- ✳ *Team players have value and are contributors to a group effort; self promoters do not have value and steal from the group. Cultivate team players and cull self promoters*

3- Develop an Institutional Memory

- ✳ *Remember mistakes - and the costs associated with fixing them - or they will repeat themselves ad nauseum*

4- Set a good example by being a good citizen at home, in your community and at work

- ✳ *No business success will make up for being a lousy citizen*

5- Control the environment effectively, without suppressing creativity & flow

- ✳ *Don't let the environment control you*

6- Do reward behavior you want repeated

- ✳ *Behavior (and success) that is rewarded will increase in duration, intensity and frequency*

7- Don't reinforce and don't ignore behavior you want stopped

- ✳ *Fear of conflict and avoidance of accountability will only lead to wide spread dysfunction and more unwanted behavior*

8- Insure that a task is done right the first time

- ✳ *The project and any hope for momentum will grind to a halt if the task has to be done over again*

9- Hire Integrity over Skill

- ✳ *Skills can be trained; but honesty, integrity, morals and trust can not*

10-Serve others

- ✳ *"How may I help you?" Should be asked early and often by and to every person in your organization. Earned loyalty through thoughtful service is the greatest ROI in business*

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