

Leadership Planner

Direction: Plan how you will use the 5 Cs in the next opportunity you have to lead people

Situation:

Choose which of the 5 Cs you need to increase your leadership (recommend chose 1-2 based on the situation)

- Communication –Vision, Mission, Strategy, Tactics, Find Your Voice, Listening
- Collaboration –Building Trust
- Collector of Great People –Looking for competence and the right fit; building a diverse team
- Catalyzer –People Development: Coaching, Leading Change
- Courage –Making tough decisions, such as the decision to remove someone from the team

Actions you will take to use a Leadership ‘C’

(Example: Communication –Listening: I will listen to the input of my sales team when designing strategies and tactics that will drive sales performance)

The C:

Actions:

The C:

Actions:

Self-Reflection:

What impact or result am I having to inspire my sales people to increase our sales performance?

How could I improve? What, if anything, can I add?