

21 Irrefutable Laws of Leadership



About the Laws

- The laws can be learned
- The laws can stand alone
- The laws carry some consequences
- The laws are the foundation of leadership



21 Irrefutable Laws of Leadership

The Law of the Lid

Leadership Ability Determines a Person's Level of Effectiveness

- To apply the Law of the Lid take four steps:
 - List some of your major goals that require cooperation from others
 - Assess your leadership skills
 - Ask others to rate your leadership on a scale of 1-10
 - Compare with your own assessment, then ask how willing you are to grow in the area of leadership.

The Law of Influence

The True Measure of Leadership is Influence

– Nothing More, Nothing Less.

- 5 myths about leadership
 - The Management Myth
 - The Entrepreneur Myth
 - The Knowledge Myth
 - The Pioneer Myth
 - The Position Myth

The Law of Influence

- To apply the Law of Influence, take three steps:
 - Ask which of the 5 myths you've believed in the past and what must you change about your current thinking to improve as a leader?
 - What do you usually rely upon to persuade people to follow you?
 - Volunteer to work with an organization and use that as a platform to practice your leadership skills through influence.

The Law of Process

Leadership Develops Daily, Not in a Day.

- The 5 phases of growth:
 - You don't know what you don't know
 - You know that you need to know
 - You know what you don't know
 - You know and grow, and it starts to show
 - You simply go because of what you know

The Law of Process

- To apply the Law of Process, take three steps:
 - Formulate a personal plan for growth
 - Books, Conferences, CD's
 - Apply your growth strategy to those you lead too.
 - Act as a Mentor
 - Create a culture of growth.
 - Provide resources and reward success

The Law of Navigation

Anyone Can Steer the Ship, but it Takes a Leader to Chart the Course.

- Three things good Navigators do:
 - Draw on past experience.
 - Listen to what others have to say.
 - Make sure their conclusions represent both faith and fact.

The Law of Navigation

To apply the Law of Navigation, take three steps:

- Make it a regular practice to reflect on your positive and negative experiences.
 - Write down what you learn.
- Do your homework.
 - Talk to experts and team members about conditions that could impact your success
- Determine if you lean more on faith or facts.
 - Add someone with the opposite inclination to your team for balance.

The Law of Addition

Leaders Add Value by Serving Others

- Four guidelines for adding value:
 - Truly value others.
 - Make yourself more valuable to others.
 - Know and relate to what others value.
 - Do things that God values.

The Law of Addition

- To Apply the Law of Addition, take three steps:
 - Have the attitude of a servant.
 - Make a list of the most important people in your life and write down what they value most.
 - Make adding value part of your way of life.

The Law of Solid Ground

Trust is the Foundation of Leadership.

- A leader builds trust by consistently exemplifying:
 - Competence
 - Connection
 - Character

The Law of Solid Ground

- To Apply the Law of Solid Ground, take three steps:
 - Assess how trustworthy your followers think you are.
 - Spend time focusing on 3 areas of character
 - Integrity, authenticity, discipline
 - If you have broken trust, apologize. Make amends, if possible. Commit to re-earning their trust.

The Law of Respect

People Naturally Follow Leaders Stronger Than Themselves.

- Six ways to gain respect of others:
 - Possess natural leadership ability
 - Have respect for others
 - Show courage
 - Be successful
 - Be loyal
 - Add value to others

The Law of Respect

- To Apply the Law of Respect:
 - Gauge the response you received the last time you asked for a commitment or made a change.
 - Evaluate yourself on the following qualities:
 - Leadership, Respect, Courage, Success, Loyalty, Adding value to others.
 - Ask people what they respect most about you and in what areas they think you need to grow.

The Law of Intuition

Leaders Evaluate Everything with a Leadership Bias

- To Apply the Law of Intuition:
 - Keep track of when you're right or wrong before you have all the facts
 - Read books on relationships, engage in conversation, become a people watcher
 - Train yourself to think in terms of mobilizing people and harnessing resources.

The Law of Magnetism

Who You Are is Who You Attract.

Whom you attract is not determined by what you *want* but who you *are*; people are drawn to those who share qualities with them.

The Law of Magnetism

- To apply the Law of Magnetism:
 - Write down a list of qualities you desire in your followers.
 - Find mentors to help you grow in areas of deficit.
 - If you already have people with the qualities you desire:
 - Take it to the next level and recruit people who will complement your skills.

The Law of Connection

Leaders Touch a Heart Before They Ask for a Hand.

- How to connect with people:
 - Connect with yourself
 - Be open and sincere
 - Know your audience
 - Live your message
 - Go where “they” are
 - Focus on them
 - Believe in them
 - Offer direction and hope.

The Law of Connection

To Apply the Law of Connection

- Measure your level of self-awareness:
 - Your personality?
 - Character strength/weakness?
 - Greatest asset/deficit
 - Relate to others?
 - Communicate?
 - Am I likable?
- Make relationship building a priority
- Improve your communication skills

The Law of the Inner Circle

A Leader's potential is determined by those closest to him.

- Build a team. To pick the right folks ask if they:
 - Have high influence with others?
 - Bring complementary skills to the table?
 - Hold a strategic position?
 - Add value to you and the organization?
 - Have a positive impact on other members?

The Law of the Inner Circle

- To Apply the Law of the Inner Circle:
 - Identify the skills of your current inner circle
 - Look for holes or duplications and look for people to fill the holes.
 - Spend extra time to mentor & develop relationships
 - Give more responsibility, credit & hold accountable
 - Smaller teams are easier to manage
 - Keep your inner circle to around 7 people

The Law of Empowerment

Only secure leaders give power to others.

- Three barriers to empowering others:
 - The desire for job security.
 - Resistance to change.
 - A lack of self-worth.

The Law of Empowerment

- To Apply the Law of Empowerment:
 - Rate your own self-worth.
 - Confident? Offer value? Willing to take risks?
 - Rate other's self-worth
 - If low, then your belief in people is not very high.
 - Select your best people and set them up for success.
 - Help them accomplish goals that will help them, you and the organization.

The Law of the Picture

People do what people see.

- Set an example:
 - Followers are always watching you
 - Do what's right, just don't teach it.
 - Change yourself before trying to improve others.

The Law of the Picture

- To apply the Law of the Picture:
 - Give yourself a character audit
 - Have someone record inconsistencies in your teaching and your actions
 - List 5 things you wish others did better and score yourself in same areas.

The Law of Buy-In

People buy into the leader, then the vision.

- The leader and cause go together in one of four combinations:
 - If followers don't like the leader or vision, they look for another leader.
 - If followers like vision but not the leader, they look for another leader.
 - If followers like the leader but not the vision, they change the vision
 - If followers like the leader and the vision, they get behind both.

The Law of Buy-In

- To apply the Law of Buy-In
 - Write a vision statement.
 - List the members of your team that must buy into your vision.
 - Think about ways you can earn credibility with individuals

The Law of Victory

Leaders Find a Way for the Team to Win.

- The three components of victory are:
 - Unity of Vision.
 - Diversity of Skills.
 - Dedication of Victory and Raising Players to their Potential.

The Law of Victory

- To apply the Law of Victory
 - Take responsibility for teams success
 - Assess the skills needed to achieve victory
 - Ask members to describe the mission of the team.

The Law of the Big Mo

Momentum is a Leader's Best Friend!

- Seven truths about momentum:
 - Mo is the great exaggerator
 - Mo makes leaders look better than they are
 - Mo helps folks perform above their abilities
 - Mo is easier to steer than start
 - Mo is the most powerful agent of change
 - Mo is the leader's responsibility
 - Mo begins inside the leader

The Law of the Big Mo

- To apply the Law of Momentum:
 - Model the attitude and work ethic you would like to see in others.
 - Build motivation to develop momentum
 - Help people celebrate their accomplishments

The Law of Priorities

Leaders Understand that Activity is not Necessarily Accomplishment.

- The power of the three R's:
 - Requirement: What is required of me?
 - Return: What gives the greatest return?
 - Reward: What brings the greatest reward?

The Law of Priorities

- To apply the Law of Priorities
 - Identify something in your life that needs a major revision.
 - Write out your answers to the 3 R's.
 - Carve out time to revisit the priorities for areas where you are responsible.

The Law of Sacrifice

A Leader must Give Up to Go UP.

- Four rules to keep in mind:
 - There is no success without sacrifice.
 - Leaders are often asked to give up more than others.
 - You must keep giving up to stay up.
 - The higher the level of leadership, the greater the sacrifice.

The Law of Sacrifice

- To apply the Law of Sacrifice:
 - Create two lists:
 - What are you willing to give up?
 - What are you not willing to sacrifice?
 - Ask what you currently have to offer to gain something better?
 - Be willing to make the necessary sacrifice.

The Law of Timing

When to Lead is as Important as What to Do
and Where to Go.

- Four possible outcomes when a leader makes a move:
 - Wrong action, Wrong time = Disaster
 - Right Action, Wrong time = Resistance
 - Wrong Action, Right time = Mistake
 - Right Action, Right Time = Success

The Law of Timing

- To Apply the Law of Timing:
 - Review major actions you've initiated in the past and think about how much attention you've given to timing.
 - Do you think about the appropriateness of timing as much as you do the rightness of the action?
 - Analyze failed initiatives. Was it wrong action or wrong timing?

The Law of Explosive Growth

To Add Growth, Lead Followers – To Multiply (explode) Lead Leaders.

- If you develop:
 - Yourself, you can experience personal growth.
 - A team, your organization can experience growth.
 - Leaders, your organization can achieve explosive growth!

The Law of Explosive Growth

Leading leaders takes time, energy, and resources.

- Here are three reasons for this:
 - Leaders are hard to find.
 - Leaders are hard to gather.
 - Leaders are hard to keep.

The Law of Explosive Growth

- To Apply the Law of Explosive Growth:
 - List specific actions you have taken to develop yourself, a team, and to help specific individuals improve their leadership.
 - Identify what you're doing now to find leaders.
 - List what you're doing to hold leaders.

The Law of Legacy

A Leader's Lasting Value is Measured by Succession.

- Know the legacy you want to leave.
- Live the legacy you want to leave.
- Choose who will carry on your legacy.
- Make sure you pass the baton.

The Law of Legacy

- To apply the Law of Legacy:
 - What do you want your legacy to be?
 - What must change in the way you conduct yourself to make it happen?
 - Choose people to carry on your legacy.

Thank You!

As you leave, remember these five points:

- Personnel determine potential.
- Relationships determine morale.
- Structure determines size (of team).
- Vision determines direction.
- Leadership determines success!

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