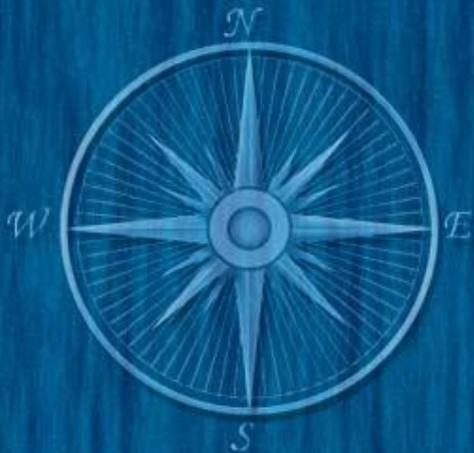


Leadership & Management Fundamentals

Presented by Jeff Robinson

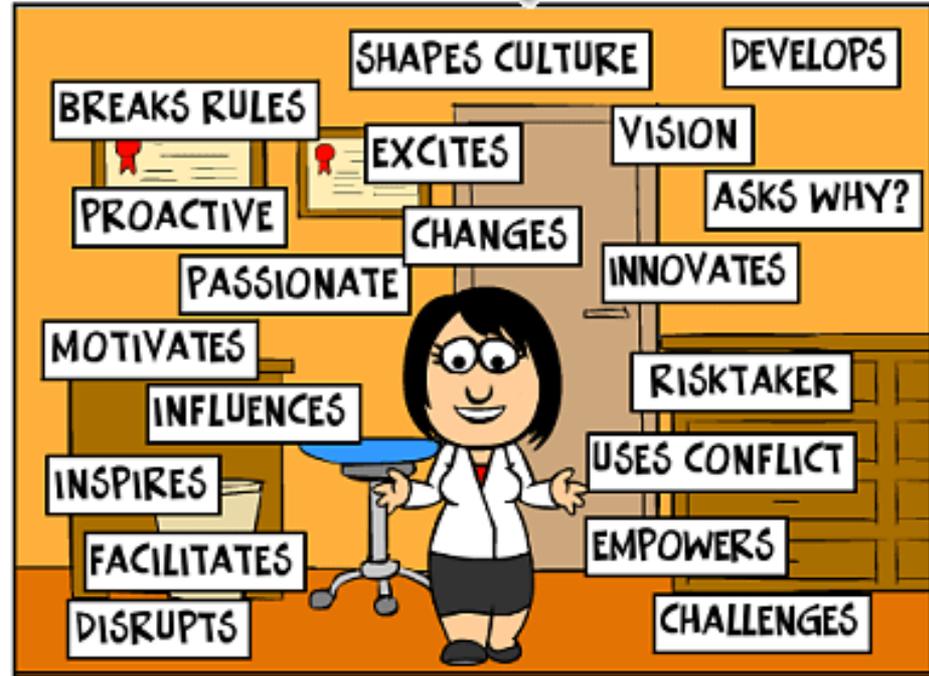
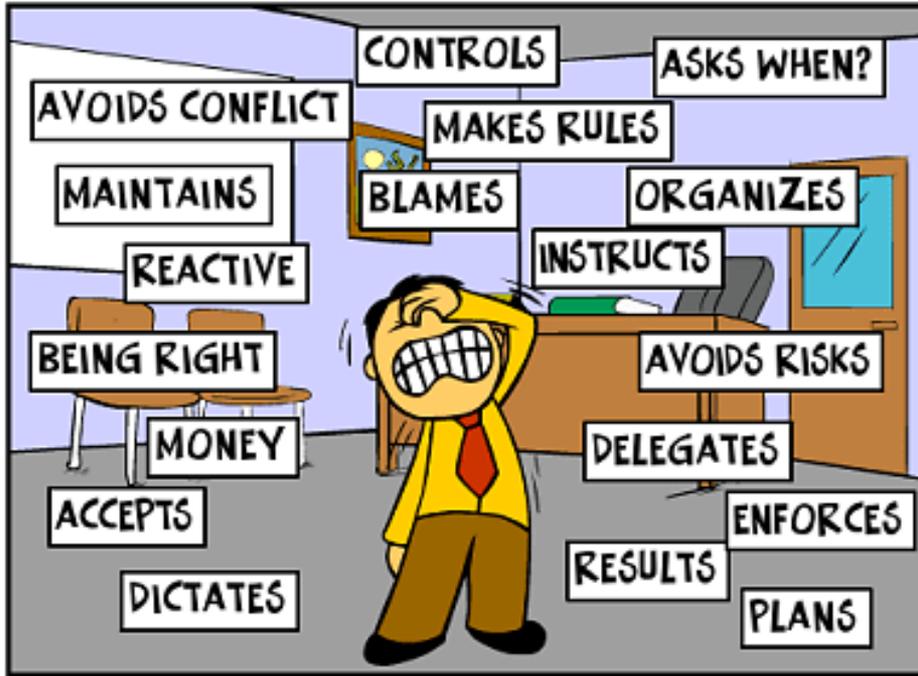


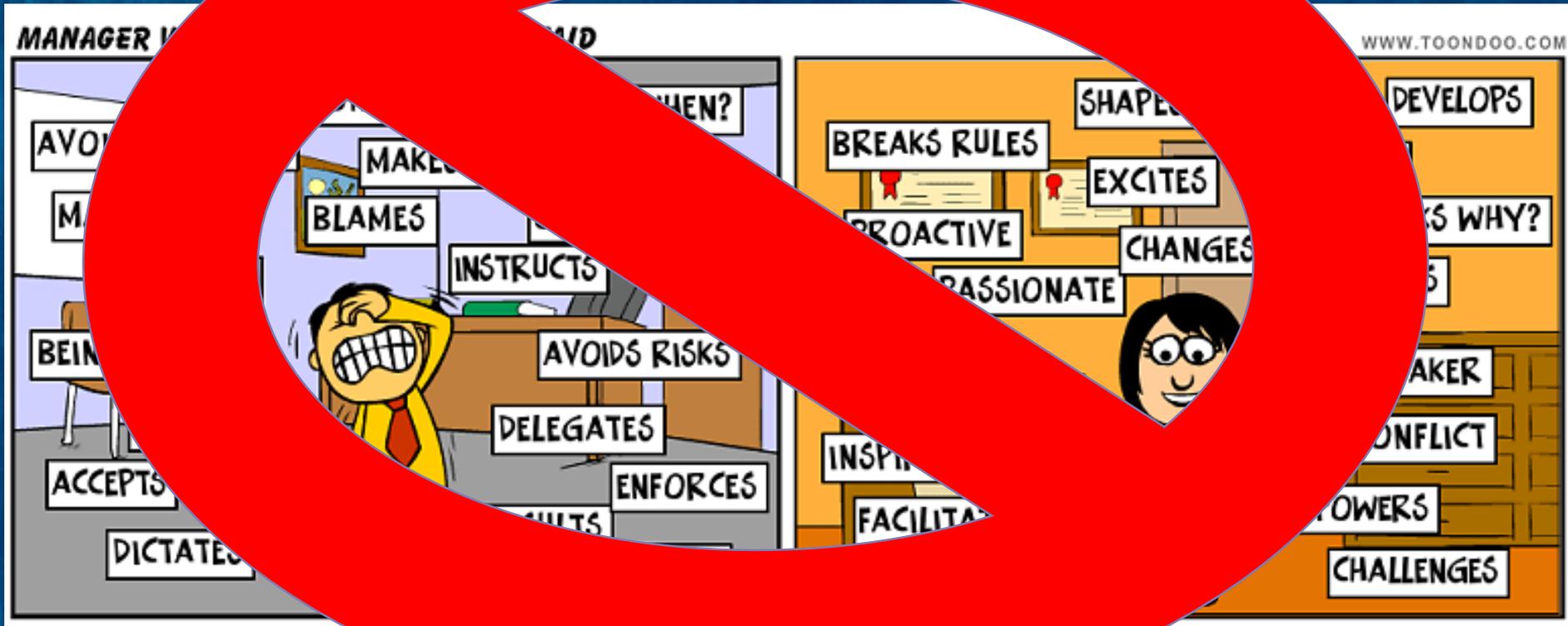
Manager vs. Leader

MANAGER VS LEADER - BY WHATEDSAID



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Management and Leadership



DISTINCTIVE &
COMPLIMENTARY SYSTEMS
OF ACTION

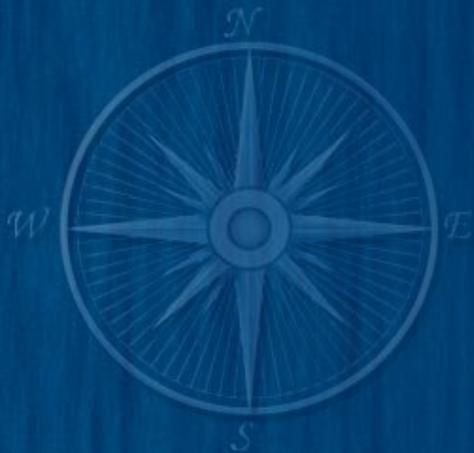


LEADER

MAKES PEOPLE'S STRENGTHS PRODUCTIVE

AUTHENTIC INFLUENCE THAT CREATES VALUE

FOCUSED ON CHANGE

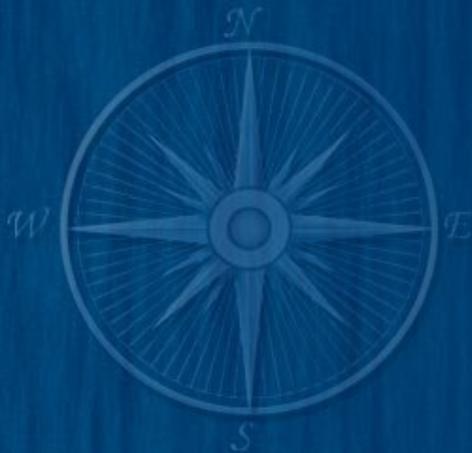


MANAGER

RESPONSIBLE TO RUN ORGANIZATION

COORDINATES RESOURCES

FOCUSED ON COMPLEXITY



CHANGE

SETTING A DIRECTION

ALIGNING PEOPLE

MOTIVATING & INSPIRING

COMPLEXITY

PLANNING & BUDGETING

ORGANIZING & STAFFING

CONTROLLING & ORGANIZING



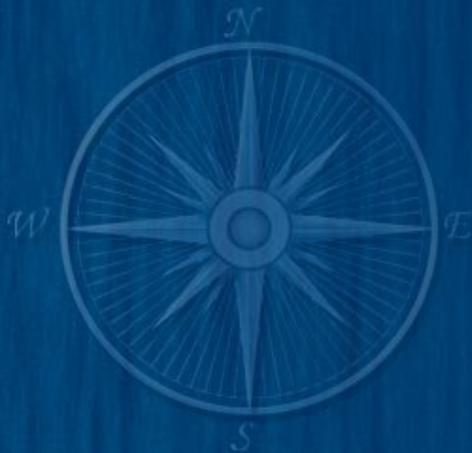
MANAGER'S FOCUS

FAIR & CONSISTENT

RESOURCE PLANNING

TASK COMPLETION

BUSINESS ACUMEN



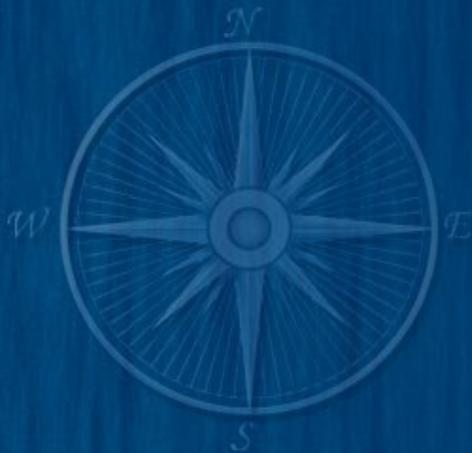
LEADER'S FOCUS

RELATIONSHIPS

VISION & STRATEGY

GROWTH – PEOPLE & ORGANIZATION

OPTIMISM

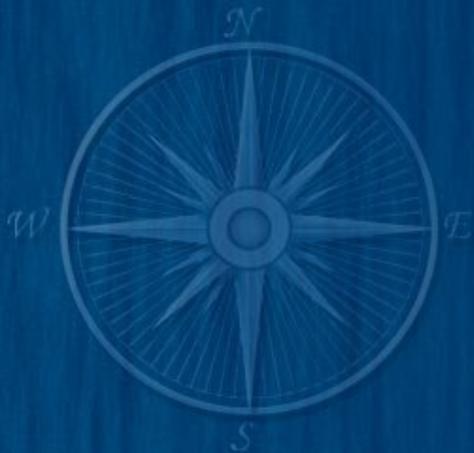


HOW DO WE DO IT ?

ESTABLISH TRUST

FACILITATE

MENTOR

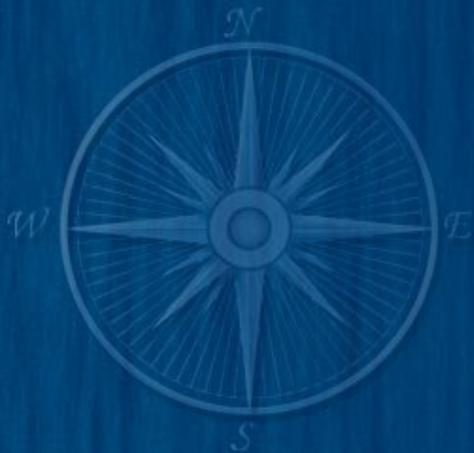


AUTHENTICITY

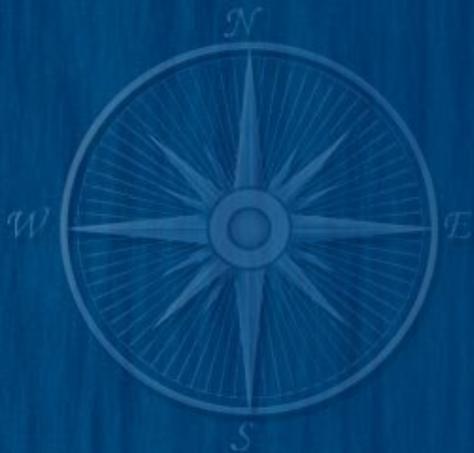
LIFELONG LEARNING

SELF-DISCOVERY

SELF-OBSERVATION



**WE ARE ALL AUTHENTIC
TO OUR CURRENT LEVEL OF
UNDERSTANDING**



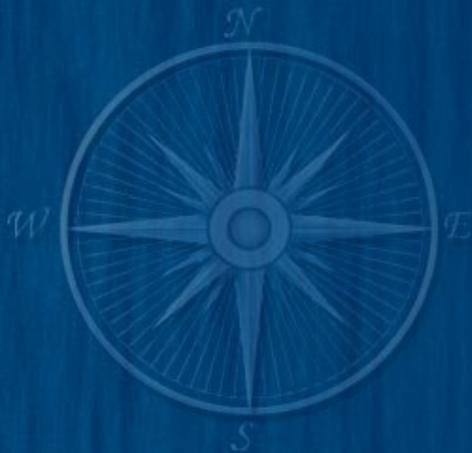
SELF REFLECTION...

ASSESSING YOUR

THOUGHTS,

VALUES

& BELIEFS



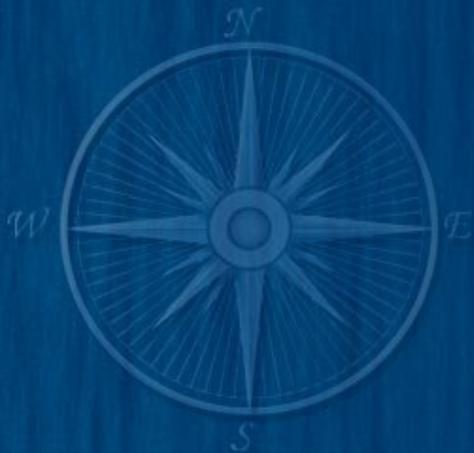
WE LEAD AS WE BELIEVE

WHAT IS YOUR STORY?

WHO ARE YOU?

WHERE ARE YOU GOING?

WHY ARE YOU GOING THERE?

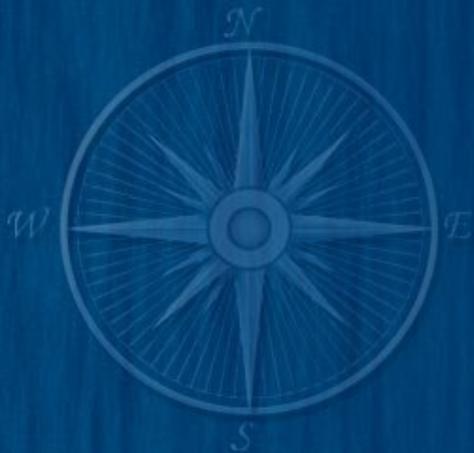


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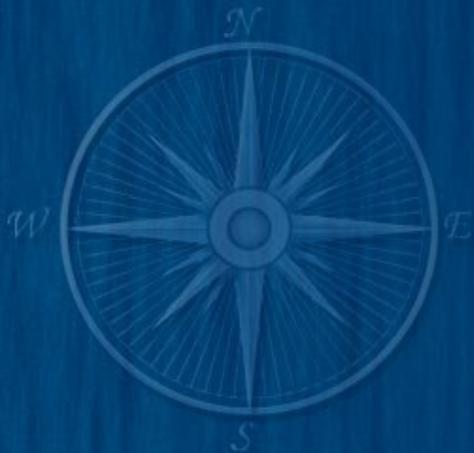


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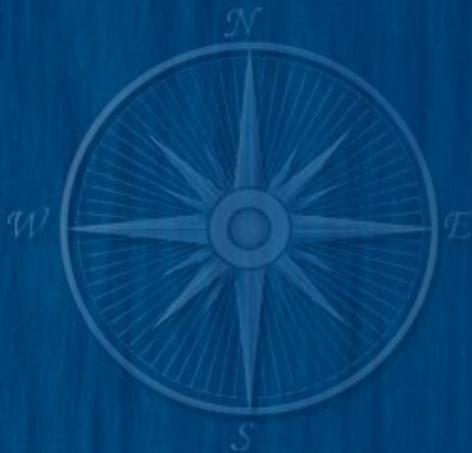
ASSESS YOURSELF FROM DIFFERENT PERSPECTIVES:

AUTOBIOGRAPHICAL

FOLLOWERS

PEERS & COLLEAGUES

LITERATURE (THEORY)

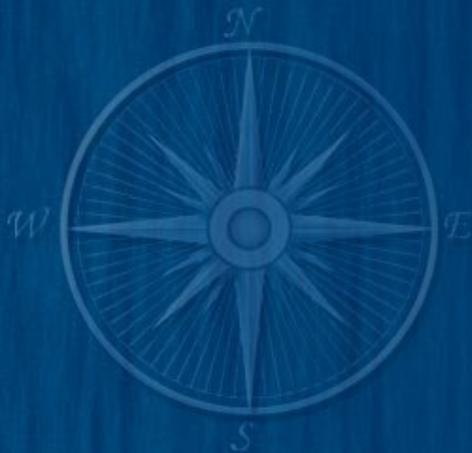


SEEK HONESTY WITH YOURSELF:

KNOW YOUR STRENGTHS

ACCEPT YOUR VULNERABILITIES

ASK YOURSELF QUESTIONS



LEAD YOURSELF WELL BY MANAGING YOUR:

EMOTIONS

THOUGHTS

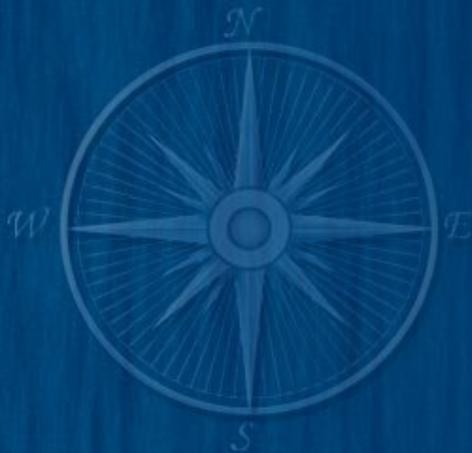
PRIORITIES

ENERGY

TIME

WORDS

PERSONAL LIFE



LEAD YOURSELF WELL BY MANAGING YOUR:

EMOTIONS

THOUGHTS

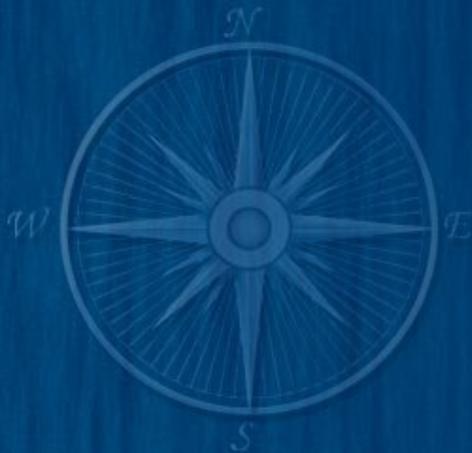
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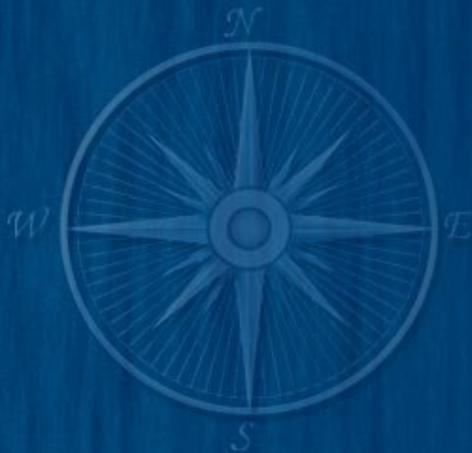


MANAGE OTHERS WELL BY:

DEVELOP THEIR STRENGTHS

FOCUS ON TASKS

COORDINATE RESOURCES

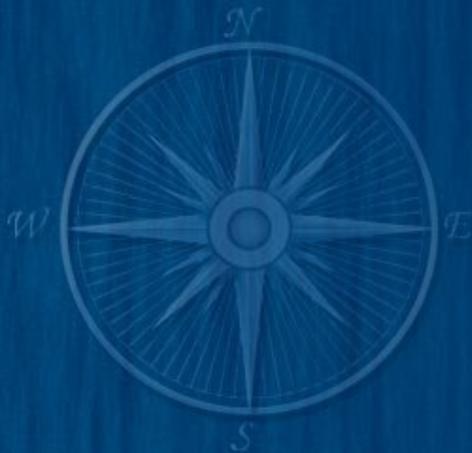


MANAGE OTHERS WELL BY:

DELEGATE & TEACH

MINIMIZE RISKS

PROVIDE CALM WATERS

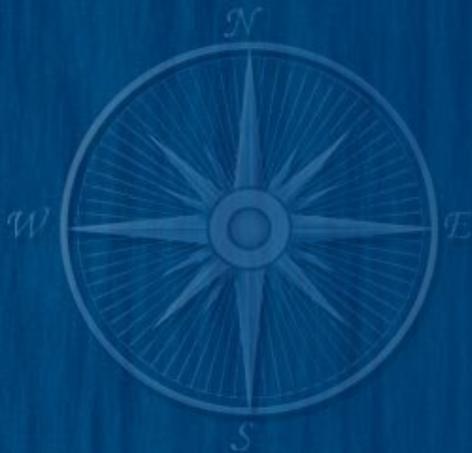


LEAD FROM ALL LEVELS:

THINK LONGER TERM

SEE THE LARGER CONTEXT

PUSH BOUNDARIES

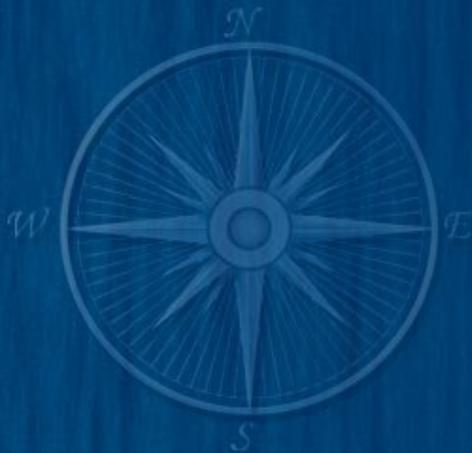


LEAD FROM ALL LEVELS:

EMPHASIZE THE INTANGIBLES

RELY ON INTUITION

INVEST POWER IN OTHERS

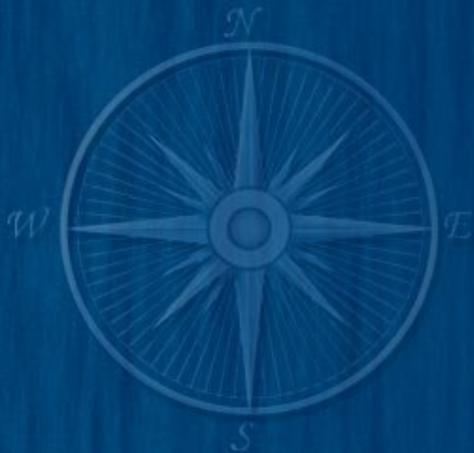


ISO 9001 (2015) AND AS9100 (REV D)

DEMONSTRATE LEADERSHIP

ACCOUNTABLE FOR EFFECTIVENESS

RISK BASED THINKING

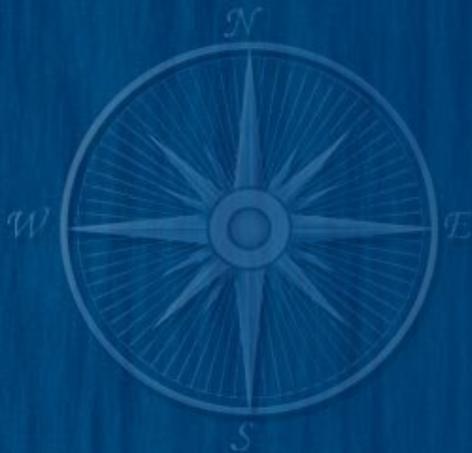


ISO 9001 (2015) AND AS9100 (REV D)

BUSINESS PROCESS INTEGRATION

COMMUNICATE THE IMPORTANCE

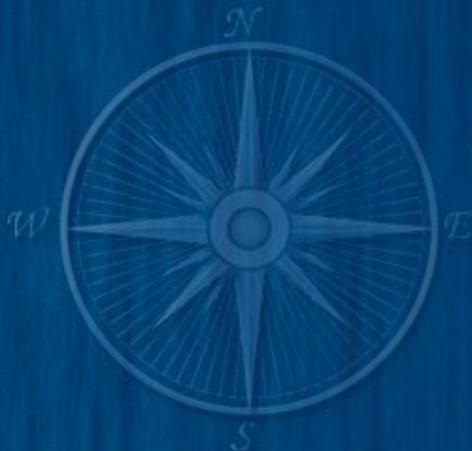
PROMOTE IMPROVEMENT



JEFF ROBINSON

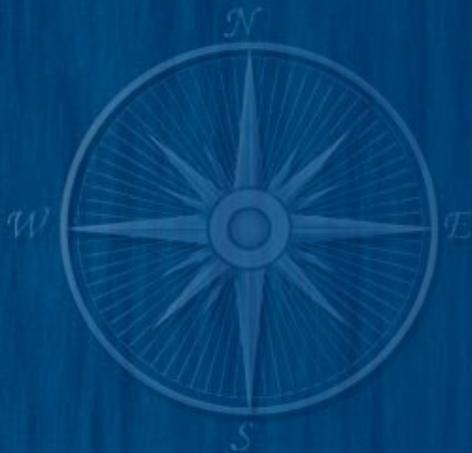
QUALITY MANAGER @ GENERAL DYNAMICS

jeff.robinson@gd-ots.com



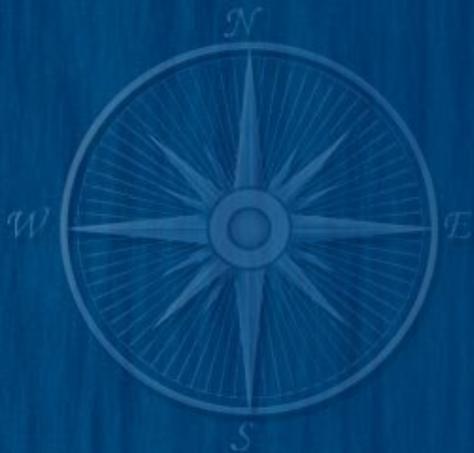
REFERENCE LIST

- *The 21 irrefutable laws of leadership: follow them and people will follow you.* Nashville by John Maxwell
- *Leadership from the inside out: becoming a leader for life* by Kevin Cashman



REFERENCE LIST

- *The speed of trust: the one thing that changes everything* by S. M. R. Covey
- *Management: tasks, responsibilities, practices* by Peter Drucker



REFERENCE LIST

- *Management: tasks, responsibilities, practices* by Peter Drucker
- *Good Leaders Ask Great Questions* by John Maxwell

