PARTNERING: YOU GET MORE WHEN YOU GIVE MORE

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BIG PICTURE INSTRUCTIONAL TECHNOLOGY: MODELS FOR PLANNING, PILOTING, PROMOTING, PARTNERING & PREDICTING

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LEADING AT YOUR INSTITUTION

360 Degree Leader: Developing Your Influence from Anywhere in the Organization (by John Maxwell, 2005)

• 3 Principles to Leading
  • Lead Up
  • Lead Across
  • Lead Down
WHERE IS LEADERSHIP?

“99% of Leadership Happens from the Middle”
DO MORE THAN MANAGE – LEAD!

- Seeing the larger context
- Finding a better way
- Invest power in others
- Intangible: morale, motivation, momentum, emotion, atmosphere and timing
PUT COMPLETING AHEAD OF COMPETING

“LET THE BEST IDEA WIN”
EXPAND YOUR CIRCLE OF ACQUAINTANCES

• Expand beyond
  • your inner circle
  • your expertise
  • your strengths
  • your personal prejudices
  • your routine

Get out of your comfort zone!
EXPAND YOUR CIRCLE OF ACQUAINTANCES

“…you can’t wait for life to come to you. You need to initiate, invest, and do what’s right when you don’t feel like it – especially when it comes to cultivating relationships.”
See Others as a “10”

- Realize that “10” has many definitions

- See them as who they can become
  - See their strengths
  - Give them the opportunity to do what they do best
See Others as a “10”

- Catch them doing something right
  - Give them recognition and praise

- Give others the benefit of the doubt
  - Control the urge to “make up stories”

- Give them the “10” treatment
  - “Play favorites”
  - Encourage their development
4 PRINCIPLES

• Do More than Manage – Lead
• Complete Instead of Compete & Let the Best Idea Win
• See Others as a “10”
• Expand Your Circle of Acquaintances