

LEADERSHIP STRATEGY and TACTICS

by Jocko Willink

"A good leader has nothing to prove, but everything to prove."

STRATEGIES



Detach
Mentally from the problem



Humility
Always learn



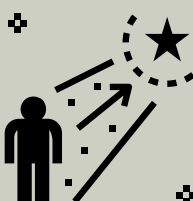
Leaders tell the TRUTH



Control Yourself
Don't overreact



Earn Influence & RESPECT



Self Discipline

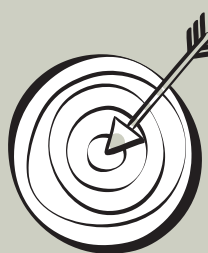


No Yes-men
Favor challenging people



Pride
Drives positive behavior

SKILLS to be a Good Leader

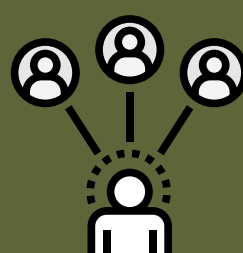


Simple Communication
Confidence
Charisma
Read People

Acknowledge Strengths/Weaknesses

The Power of Relationships

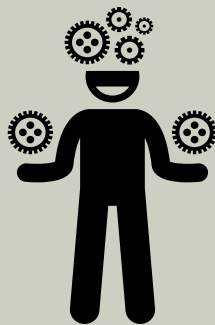
basis of all good leadership



HOW TO SUCCEED AS A NEW LEADER ?

BEHAVIORS

Take Ownership
Of failures and mistakes



Get the Job DONE
Of failures and mistakes

Pass Credit
For success up and down

Treat People with Respect
Take care of them / will take care of you.

Build
Build trust



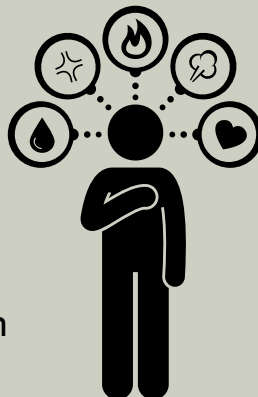
Listen
Ask for advice and heed it

Don't Act Like you Know Everything
You don't... Ask smart questions

RELATIONSHIPS

SELF-BEING

Be Balanced
Extreme actions / opinions are not good.



Work Hard
Work harder than anyone

Be Decisive
When it is time to make a decision make one

Be Humble
An honor to be in a leadership position

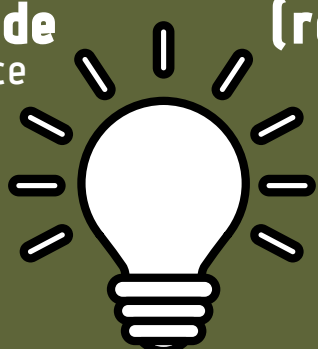
Have Integrity
Do what you say; say what you do.

USE LEADERSHIP TO TEACH & BUILD

Fixing negative attitude
Maybe not at the right place

(re)Building Confidence

Teaching Humility
Fix overconfidence



Building high-level team players
Put junior in charge

by Yoan THIRION