

Bernie Maloney, CST **Agile Leadership Coach** Accelerating Genius Helping Clients Achieve Performance Breakthroughs with Teams, Organizations and Themselves

2





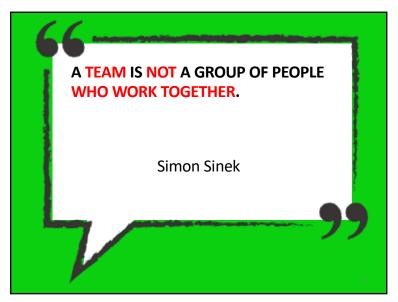
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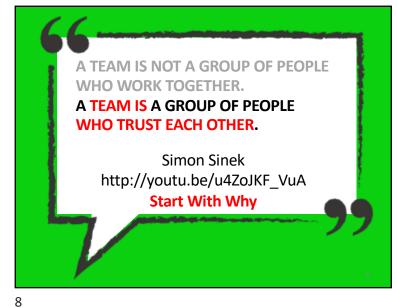


Project Aristotle

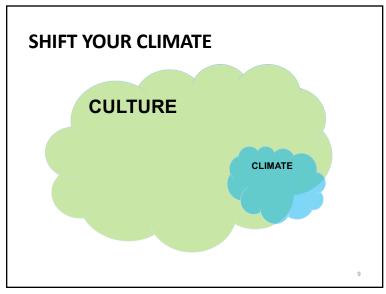
https://rework.withgoogle.com

Aristotle Management of the state of the state



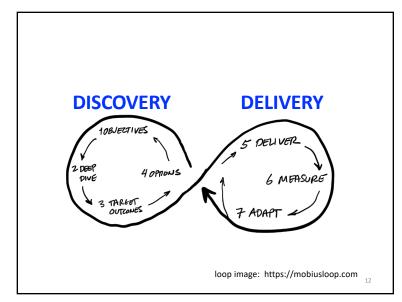


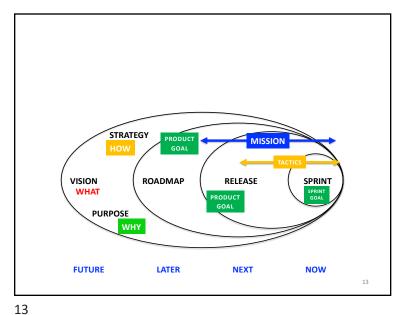
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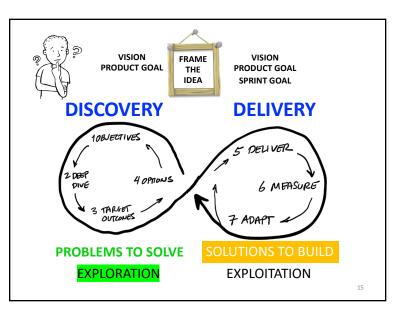




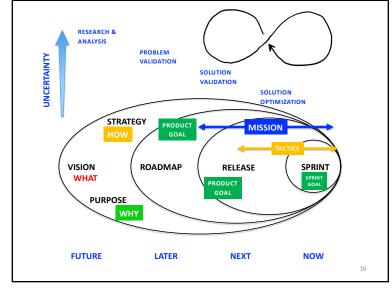


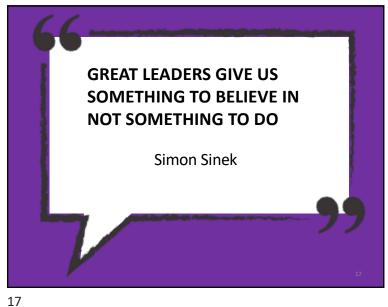


[DR. MARTIN LUTHER KING] GAVE THE "I HAVE A DREAM" SPEECH, NOT THE "I HAVE A PLAN" SPEECH. Simon Sinek



14



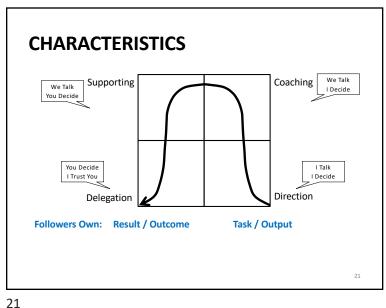


REFLECTION **HOW WILL YOU CLARIFY "WHY"?** & SHIFT TOWARDS PROBLEMS TO SOLVE? "Accomplished Top of Mountain" by Thoroughly Reviewed is licensed under CC BY 18



Leadership Styles High Supportive High Directive and **Low Directive High Supportive** Behavior **S3** S4 NA **High Directive Low Directive Low Supportive** Behavior Behavior – DIRECTIVE BEHAVIOR http://events.r20.constantcontact.com/register/event?llr=nolsehqab&oeidk=a07e9rgda6w801fea44

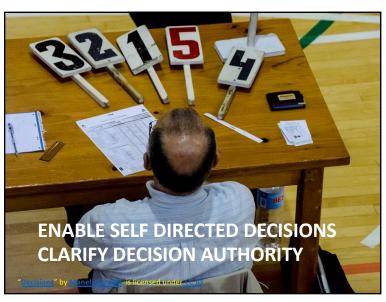
19 20



REFLECTION

HOW WILL YOU HELP
GROW THE LEADERSHIP STYLE?

Fallow to be Leading. By Bleer Sannon.



AGILE GOAL: SELF DIRECTED TEAMS

Supporting Coaching

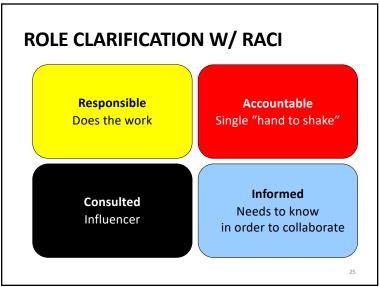
Tollowers Own: Result / Outcome Task / Output

BUILD TRUST

SHOW TEAMS HOW TO MAKE DECISIONS

RECOGNIZE COURAGE & FOCUS

23



A COMPARISON: DACI

Accountable Does the work

Consulted Influencer

Informed Needs to know in order to collaborate

26

25

SITUATIONS

Typical Ideal Practical

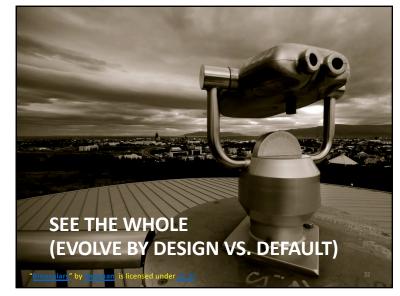
Accountable Responsible

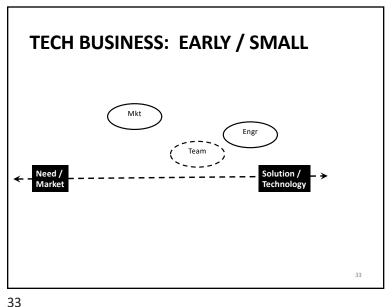
Consulted Informed Informed

27 28

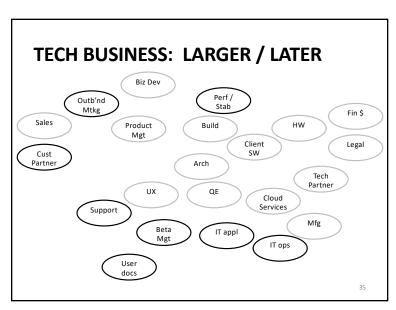








TECH BUSINESS: MEDIUM Sales Product Build Mgt Client Tech Partner



COORDINATING THIS = COMPLEX Perf / Stab Outb'nd Mtkg Cust Partner

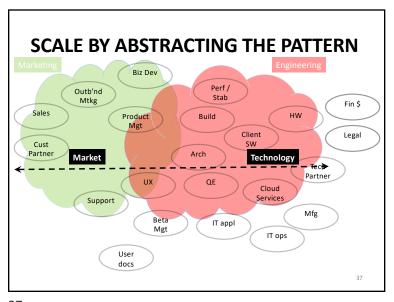
Support

36

34

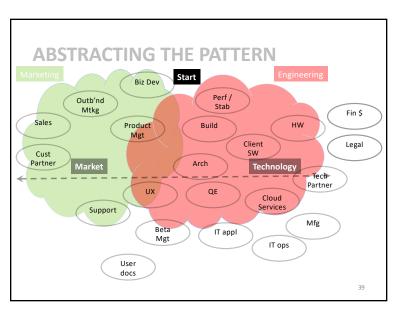
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Tech Partner



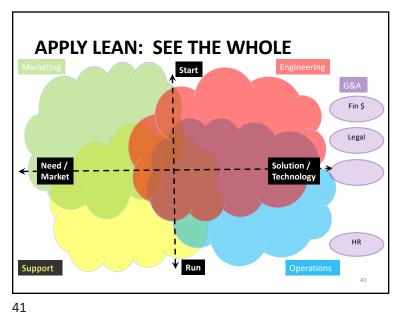
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ABSTRACTING THE PATTERN Biz Dev Perf / Outb'nd Mtkg Fin \$ Product Client SW Legal Cust Partner Arch Tech Partner UX Cloud Services Support Beta I IT appl HR Support 40

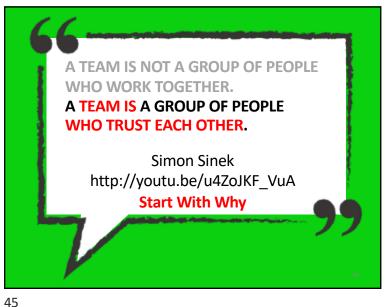
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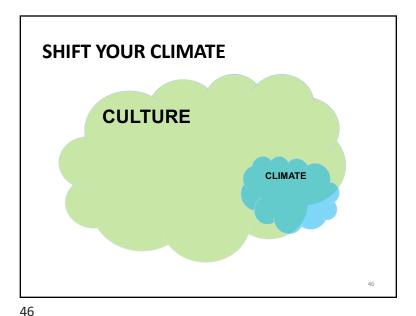


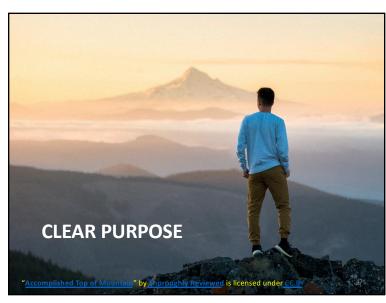












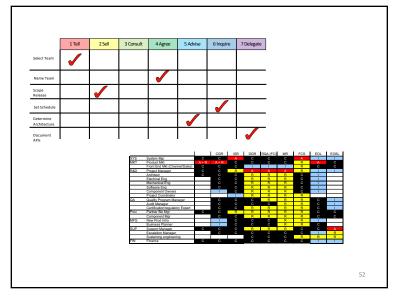




Supporting Coaching Delegation Direction Shift from Direction to Delegation

50





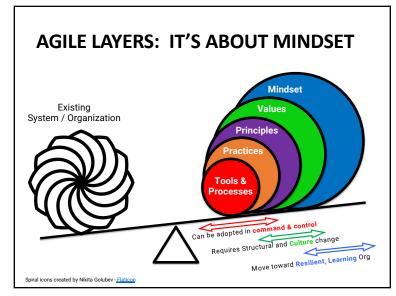
52 51



APPLY LEAN: SEE THE WHOLE Start Fin \$ Legal Need / Market Technology ₩Run Support

54





55 56

