Cultivate Your Leader

Logistics Executive Lecture Series & Student Onboarding Program.

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### Roles
- Business Consultant
- Sales Leader
- Strategy Consultant
- CIO
- Enterpeneur
- Management Coach
- Author
- Professor

### Companies
- Bombardier
- Accenture
- Wipro
- The Hackett Group
- NCH CORPORA
- HAGGAR
- Sunbonn
- UNT
- Azvantage

### Selective Clients
- at&t
- Barnes & Noble
- Emerson
- Capital One
- Essilor
- OpenText
- NCB
- Glaxo
- Luminator
- Texas Instruments
- Brightstar
- Walmart
- Vaughn
- PPG
- Nationstar Mortgage
- Gibbs

### Education
- Wichita State University
- 10,000 Small Businesses Alumni

### Global Experience
- United States
- United Arab Emirates
- Saudi Arabia
- India
- France
- Italy
- Czech Republic
- United Kingdom
- Canada
- China
- Pakistan
- Mexico
My inspirational books on Leadership are part of CYL

- Inspirational books
- Experiences
- Mentors
- Clients
- Companies
Leadership – All walks of Life! Hard to Find!

5 Levels of Leadership

- **Level 1: Highly Capable Individual**
  Makes productive contributions through talent, Knowledge, Skills, and good work habits.

- **Level 2: Contributing Team Member**
  Contributes individual capabilities to the achievement of group objectives and works effectively with others in a group setting.

- **Level 3: Competent Manager**
  Organizes people and resources toward the effective and efficient pursuit of predetermined objectives.

- **Level 4: Effective Leader**
  Catalyzes commitment to and vigorous pursuit of a clear and compelling vision, stimulating higher performance standards.

- **Level 5: Executive**
  Build enduring greatness through a paradoxical blend of personal humility and professional will.
One Pre-requisite for YOUR leadership journey

Problem Solving Attitude
Build Three Habits for Next Level of Leadership

1. Don’t Fall for Everything - Building your leadership **Values**

2. Begin with the End in Mind – Set and execute **Goals** with ease

3. Know Thyself – Improve **Effectiveness** with better relationships

Cultivate Your Leader app
If you don’t believe in something, you will fall for everything.

—Eric Davis
Being clear on values makes decision making very easy.

Integrity is the Heart of Leadership while Courage is the Soul.
Creatures of Habit!

- Great Athletes have signature shots
- Global phenomenon as kids
- Adulthood changes us – Creatures of Habit
- We need to get back to basics

https://youtu.be/dZfGTL2PY3E
Think of a Leader from any walk of life that admire that you may know or do not know personally.

1. Write down the name of the Leader

2. Write down all the characteristics that the manager demonstrates to make you feel that the Leader is amazing

3. What are some of the manager characteristics that you do not like

4. Be prepared to share the top 2 characteristics with the group
Exercise Module – My Top 5 Values

By keeping the previous exercises in mind, circle or write in 5 values that are important to you.

- Authenticity
- Balance
- Commitment
- Compassion
- Courage
- Creativity
- Dignity
- Empathy
- Excellence
- Fairness
- Faith
- Freedom
- Friendship
- Generosity

- Happiness
- Harmony
- Health
- Honesty
- Interdependency
- Integrity
- Justice
- Knowledge
- Loyalty
- Openness
- Respect for Others
- Responsibility
- Security
- Service to Others

- Others
  - _________
  - _________
  - _________
Value Development Plan

1. Identify 3 Critical Values
2. Create Value Development Plan
3. Practice
4. Glance at Values Weekly
5. Repeat Process (after habit)
Stop setting goals. Goals are pure fantasy unless you have a specific plan to achieve them.

—Stephen Covey
What is going on?

Two Pictures:
• What is the difference?
• Major reason for difference?

Impact:
• Has this happened to you?
• Is this in your organization?
Who uses maps for where we want to go!

- What about professional direction?
- What about for personal direction?
- How often do we document our goals?
- 3 progressive ways to achieve goals?
In your participant guide, do the following:

1. Cross off (x) any of the 8 Life Circle priorities that is not as important priority as some other priority
2. Write down the higher priority item in that place (x)
3. Carefully think through each Priority on the Life Circle and give it a rank of 1 to 5 based on the provided scale
4. Shade in your Life Circle priorities
5. Did any of the rankings surprise you?
6. Be prepared to have a group discussion

Scale:
1. Extremely Dissatisfied
2. Somewhat Dissatisfied
3. Satisfied
4. More Satisfied
5. Extremely Satisfied
Close your eyes and picture that you are at your own eulogy ....

• How would you like to be remembered?
• What did success really mean to you?
• What legacy did you leave behind?

Keeping this in mind, write down your vision for yourself in your participant guide

In XX years, I see myself ....

1. .
2. .
3. .
SMART Goals

What are SMART Goals?

Research:
S - Specific, significant, stretching
M - Measurable, meaningful, motivational
A - Agreed upon, attainable, achievable, acceptable, action-oriented
R - Realistic, relevant, reasonable, rewarding, results-oriented
T - time-based, time-bound, timely, tangible, track able

My Recommendation:
S – Specific
M - Measurable
A - Agreed upon
R – Realistic
T - Time-based
Exercise Begin with End in Mind - My SMART Goals

In your participant guide create up to 1 SMART goals keeping the following things in mind:

1. Life Circle and My Vision exercises as background
2. Create one personal or professional SMART goal for yourself
3. Be prepared to share the SMART goal with your partner or group

Goal Example:
Increase revenue with a focus on new accounts

SMART Goal Example:
Increase revenue by 20% with half coming from 3 new accounts by Dec 2017

S – Specific  M - Measurable  A - Agreed upon  R – Realistic  T - Time-based
Questions
• **Work**: How do you feel about your work, job satisfaction, and career advancement, current or future success?

• **Co Workers**: How is your personal relationship with your Manager, peers, direct reports or your customers at work?

• **Financial**: Do you have a financial plan? Are you on track to achieve it?

• **Health**: Are you happy with your physical health and wellness? Do you feel good about how you look and feel?

• **Family**: How are your personal relationships with your spouse, kids, parents, siblings, etc.?

• **Friends**: How strong is your friend circle and your relationships with your friends?

• **Hobbies**: What do you do for yourself that allows you to be able to relax and get reenergized? How well are you doing it?

• **Spiritual**: How much at peace are you with your faith, mental health, balance with this life and the hereafter?

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**Scale:**
1. Extremely Dissatisfied
2. Somewhat Dissatisfied
3. Satisfied
4. More Satisfied
5. Extremely Satisfied
My Life Cycle Assessment

Scale:
1. Extremely Dissatisfied
2. Somewhat Dissatisfied
3. Satisfied
4. More Satisfied
5. Extremely Satisfied
Exercise Module – My Top 5 Values

By keeping the previous exercises in mind, circle or write in 5 values that are important to you.

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- Happiness
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- Interdependency
- Integrity
- Justice
- Knowledge
- Loyalty
- Openness
- Respect for Others
- Responsibility
- Security
- Service to Others

- Others
  - __________
  - __________
  - __________
My Mission and Goals

My Mission:
In 3 years, I see myself ....

Based on my Mission, my goals are:

S – Specific   M - Measurable   A - Agreed upon   R – Realistic   T - Time-based