


The Winning Attitude

Becoming a Person of Influence



A presentation by:
Debbie Phillips, Ph.D., CPM
The Quadrillion

Traits to Look for When Developing Leaders

- Positive Attitude
- Communication
- Growth Potential
- Follow-through
- Loyalty
- Resiliency
- Integrity
- “Big Picture” Mindset
- Discipline
- Gratitude



Selecting the Right Players

Assessment of needs:

- What is needed?

Assets on hand:

- Who are the people already in the organization who are available?

Ability of Candidates:

- Who is able?

Attitude of Candidates:

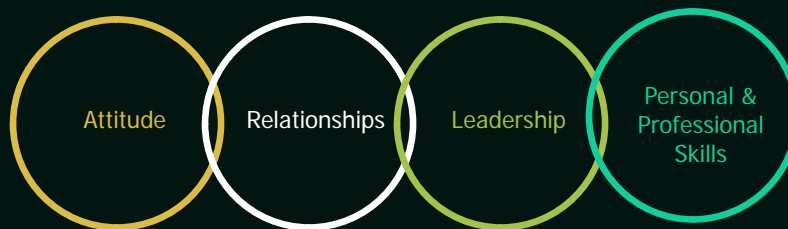
- Who is willing?

Accomplishment of Candidates:

- Who gets things done?



Developing Your Own Mindset of Influence



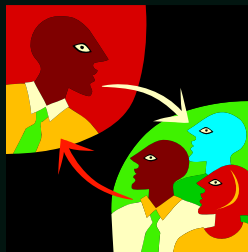
Five Step Process of Developing People

- Step 1 – Model
- Step 2 – Mentor
- Step 3 – Monitor
- Step 4 – Motivate
- Step 5 – Multiply



Having the right players determines 60-80% of
the success of any organization!

The best leaders talk *with* people,
not *at* them. Never mistake *talking*
for conversation.



Learn to coach effectively!