

THE FIVE KEY QUESTIONS ASKED BY Remarkable Business Leaders

“No matter how big or small your business, there are literally thousands of books on business leadership and how to become a boss. But knowing the qualities of a good leader often doesn't result in you being a good leader let alone a remarkable one.

Road tested on owner/managers right through to senior company executives worldwide, over many years, these five questions and principles will help you become a high performing business leader at any level.” Andrew Priestley

PRINCIPLE 1 AWARENESS

KEY QUESTION WHAT'S HAPPENING?

This principle is about managing your attention. In business, if you don't know what's happening you are in trouble. Many countries have strict corporate governance laws that will penalise you for ignoring what's happening. *Worse if it can be shown that you ignored what was happening.* So this question is all about how tuned in you are to what's happening around you *and* an awareness of your own internal response to what's happening.

Tip: Collect problems and manage the obvious!

PRINCIPLE 2 ASSERTIVENESS

KEY QUESTION CAN I COMMUNICATE MY AWARENESS?

You might have very clear awareness of what's happening but if you cannot communicate that awareness to others, *then this is your problem.* You might think that this step is about learning and mastering communication skills. And it is - *sort of.* At your level you really need to focus on gaining clarity and your number one leadership tool is questions that cut to the chase quickly and get others thinking and explaining.

Tip: The goal of communication here is to raise the accountability of others ... and yourself.

PRINCIPLE 3 AGREEMENT

KEY QUESTION CAN I BROKER A CLEAR AGREEMENT?

OK, right here is the big gaping hole in most leadership training. The ability to broker an agreement is the hallmark of a remarkable business leader but this step almost always gets overlooked. *Understand that agreements are the glue of delegation.* If you have any delegation or accountability problems then this is your problem.

Tip: The job here is to broker and effectively manage agreements not get caught up managing problems.

PRINCIPLE 4 ACCOUNTABILITY

KEY QUESTION CAN I MANAGE AGREEMENTS?

This is where your delegation and accountability issues show up. This is where you are reviewing job descriptions and holding people more accountable and raising productivity and output. And here's where you are problem solving and making things happen.

Tip: If you have any problems here, go back a step. Your real problem is an agreements issue.

PRINCIPLE 5 ADJUSTMENT

KEY QUESTION AM I THE PROBLEM? WHAT CAN I DO EVEN BETTER?

A dead give away that you are part of the problem - *or you are the problem* - is that you are constantly expressing annoyance, disbelief or frustration with situations, staff and yourself. Problems aren't resolving easily or at all and there's a sense of unfulfilled potential.

Tip: Do the Business Leadership Profile (BLP). You'll find out what's working for you and what isn't and why and what to do about that.