

/versus *We* Leaders

Reference: “Discover Your True North” by Bill George

/ Leaders

- Leaders attain power and position
- Self-interest drives decision making
- “I can do it on my own”
- Pace setter: “I’ll be out front; follow me”
- Ask for compliance with rules
- Arrogant
- Leaders direct others
- Focus on near-term results
- Fire in their eye-extreme conviction
- Develop loyal followers
- Leaders get credit

***We* Leaders**

- Leaders serve others
- Purpose drives decision making
- “It takes a team with complementary strengths”
- Empower: “Work together to fulfill mission”
- See alignment through values
- Humble
- Leaders coach and mentor others
- Focus on serving customers and employees
- Inspire and uplift
- Empower people to lead
- Team gets the credit