McCombs Career Webinar

Thursday, March 20
Communicate Like the Leader that You Are

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What does it mean to communicate like the leader you are?
When I think of Leadership, the following words come to mind...
What is your personal definition of leadership?
What are the most significant leadership roles in your life?
Lead Like You

- Everyone is called to leadership.
- Every leader is on a journey to learn how to lead.
Making the Choice to Lead

- Everyone is called to lead.
- Are you making a conscious choice to lead?
- How are you leading in a way that is uniquely yours?
Every leader is on a journey to learn HOW TO LEAD.
True or False?

Most people communicate from their own personal comfort zones.
True or False?

I am an effective communicator when I’m tired and/or stressed.
"The art of communication is the language of leadership."

- James Humes
How Leaders Communicate

- Do you understand your communication style?
- Do you know your strengths and areas for improvement?
How Leaders Communicate

Checklist for Communicating

Most people are aware of and sensitive to the ways with which they prefer to be communicated. Many people find this section to be extremely accurate and important for enhanced interpersonal communication. This page provides others with a list of things to do when communicating with Amber. Read each statement and identify the 3 or 4 statements which are most important to her. We recommend highlighting the most important “DOs” and provide a listing to those who communicate with Amber most frequently.

Ways to Communicate

☐ Clarify any parameters in writing.
☐ Ask for her opinions/ideas regarding people.
☐ Provide solutions—not opinions.
☐ Leave time for relating, socializing.
☐ Provide testimonials from people she sees as important.
☐ Expect her to return to fight another day when she has received a “no” answer.
☐ Look for her oversight.
☐ Flatter her ego.
☐ Provide ideas for implementing action.
☐ Use enough time to be stimulating, fun-loving, fast-moving.
☐ Define the problem in writing.
☐ Understand her direct nature.
☐ Read the body language for approval or disapproval.

Ways NOT to Communicate

☐ Be curt, cold or tight-lipped.
☐ Be paternalistic.
☐ “Dream” with her or you’ll lose time.
☐ Give her your opinion unless asked.
☐ Ramble.
☐ Drive on to facts, figures, alternatives or abstractions.
☐ Talk down to her.
☐ Legislate or muffle—don’t overcontrol the conversation.
☐ Leave decisions hanging in the air.
☐ Let her overpower you with verbiage.
☐ Be dictatorial.
How Leaders Communicate

“\[\text{The most important thing in communication is to hear what isn’t being said.}\]”

- Peter Drucker
How Leaders Communicate
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- Leaders seek to understand themselves and those around them.

- The very best leaders actively work to become better communicators, and they recognize that this is a lifelong process.
Golden Rule

Do unto others as you would have them do unto you.
The Golden Rule is often misunderstood.
Communication must be the passionate obsession of effective leadership.
How Leaders Communicate

- What are you doing to improve your communication with those around you?

- What advice do you offer other leaders who want to learn how to communicate more effectively?
"Courage is what it takes to stand up and speak. Courage is also what it takes to sit down and listen."

- Winston Churchill
The Power of the Pause Button
How would my leadership improve if I pushed my pause button more often?
The Power of the Pause Button

What "pause button" strategies work for you?
The 6 Cs of Communication

1. Character
2. Credibility
3. Courage
The 6 Cs of Communication

4. Competence

5. Concern

6. Commitment
• Closing Thoughts

• Q&A

“The most basic of all human needs is the need to understand and be understood. The best way to understand people is to listen to them.”

~ Ralph Nichols
Keep in Touch!

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Thank You!

- The recording of today’s presentation, along with the PowerPoint slides, will be available on our Career Resources web page by early next week:

  [http://www.mccombs.utexas.edu/Alumni/Career.aspx](http://www.mccombs.utexas.edu/Alumni/Career.aspx)