

## Common Leadership Behaviors we help our clients improve

- Delegate more effectively
- Deal with performance problems in a timely manner
- Treat others with respect
- Build effective cross functional relationships
- Become a better coach and mentor
- Hold others accountable
- Utilize emotions effectively/not use anger as a management tool
- Listen to different points of view with an open mind before giving my opinion
- Stand up to individuals who undermine teamwork
- Develop Executive presence
- Address conflict in a constructive and timely manner
- Collaborate with others
- Stand up for what I believe in
- Present self with confidence
- Focus on the critical few issues
- Become more assertive
- Become more open to feedback

## **Common ineffective Leadership Behaviors we help our clients to discontinue**

- Winning too much
- Adding too much value
- Making destructive comments
- Not listening
- Failing to express gratitude
- Failing to give proper recognition
- Making excuses
- An excessive need to be “me”: exalting our faults as virtues because that’s simply “just who we are.”
- Clinging to the past