

# Paid to THINK A leader's toolkit for redefining your future



# **Enterprise Thinking LEADING PROCESS**

## **STEP 1: DEVELOP PLANS on a Personal Level**

Begin with initial awareness and knowledge
Determine your personal DESIRED OUTCOME
Define your personal STRATEGY
Identify your personal MACRO TACTICS
Create your personal TACTICS
Personally EXECUTE (GPP and Tactics)



**Solo - No Additional Leadership Required** 

STEP 3: SKIP IF SOLO

Not required



### STEP 4: EXECUTE on Leadership Tactics

You build the 80% of the GPP (systems and structures)
You HIRE/ACQUIRE/REMOVE the RIGHT front-line talent
(part of the 20% of the GPP)



### **STEP 5: Lead Front-line as they EXECUTE**

Plug front-line individuals and/or organizations
into tactical plans

You monitor/review/praise/advise/coach/mentor

# **STEP 2: DEVELOP PLANS for the Organization**

Define organizational DESIRED OUTCOME
Define organizational STRATEGY

**Identify organizational MACRO TACTICS** 

Decide on additional MACRO TACTICS to go solo, bring on, or remove additional leadership

Create organizational TACTICS
Begin to personally EXECUTE leadership activities if
you're working with or removing leaders
(Build 80% of GPP for activities related to
adding or removing additional leadership)

# **General concepts to consider**

Entire model is organic
Cyclonic Thinking is ongoing
Feedback is continuous
New learning feeds new decision making
New forecasts are continuously created
Primary role of leader is to do ET activities
Metrics are clearly defined
Metrics are agreed upon between all parties

**Additional Leadership Required or Removed** 

### STEP 3: BRING ON, REMOVE, OTHER LEADERS

Hire/Acquire/Remove the RIGHT leadership talent (part of the 20% of the GPP)
Indoctrinate and develop NEW and EXISTING leadership
Collaboratively DEVELOP PLANS
(Leadership participation based on Step 2)



# STEP 4: EXECUTE on Leadership Tactics

Combined leadership builds 80% of GPP
Support and coordinate leadership
Leaders HIRE/ACOUIRE the RIGHT front-line talent



### **STEP 5: Lead Front-line as they EXECUTE**

Plug front-line individuals and/or organizations into tactical plans You and your leadership monitor/review/praise/advise/coach/mentor

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