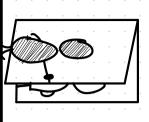
DNITING

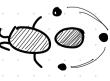


PLANNING

INTRODUCING

TEP HEROICALLY

PROVIDING



RECEIVE

HOSTI

ENTERTAIN

STEP

IN SERVICE

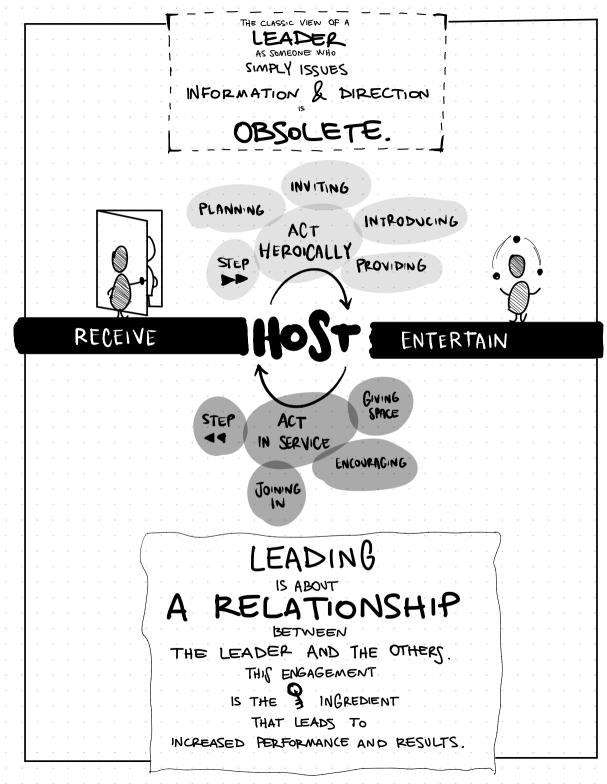
ACT

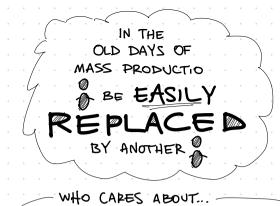
GIVING SPACE

ENCOURAGING

JOINING

TIME FOR LOOKAT LEADERSHIP







AWARE

INVOLVED

TAKING

IN PERFORMANCE CAME FROM THE RELATIONSHIP

BETWEEN
LINE MANAGERS
AND

COMMITTED

PARTECIPATE IN THE EVER-CHANGING

LANDSCAPE

REQUIRE A
TRANSFER OF AUTHORITY



MATTER
FVEN MORE
WHEN FACING

PROBLEM

ONLY

COLLECTIVE ENGAGEMENT SOLVE THEM IN A

DIATILE NIREDICTABLE OMPLEX M

PANGING CONNECTIONS

NOT CLEAR CAUSE/EFFECT

RELATIONSHIP

UNCERTAIN





WHILEM

IMAGINE A BETTER

WAIT AND SEE

DELIVER RESULTS
RAPIDILY

MAINTAIN DISTANCE AND BREADTH

> PUT YOUR OWN NEEDS FIRST

> > LET GO

SHOW. VULNERABILITY

ENQUIRE

KEEP FOCUSED

ACCELERATE PROCESSES

CLOSE

SERVE THE ORGANIZATION

KEEP CONTROL

STRONG

KNOW

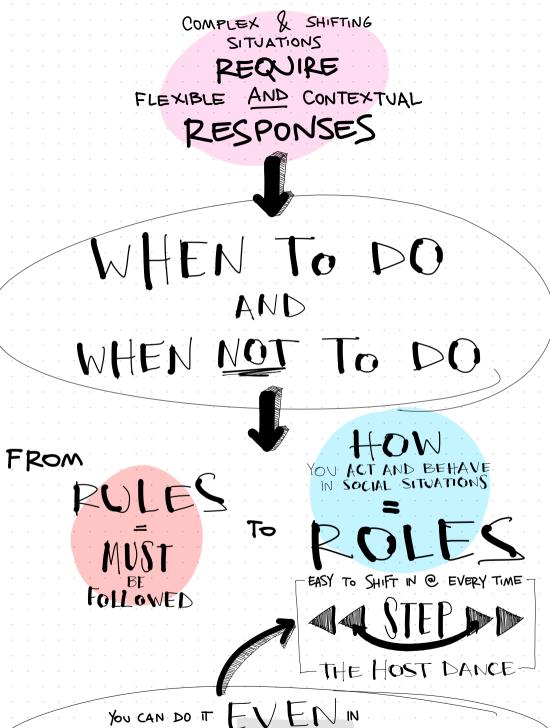
WHICH WHE DO?

THE QUESTION FOR A HOST AT EVERY MOMENT IS:

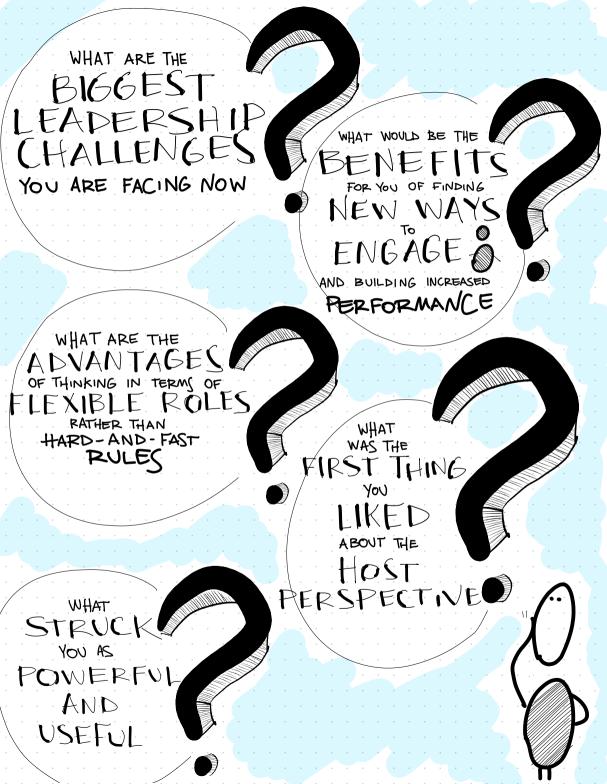
STEP - OR STEP >> (







UNPROMISING SITUATIONS



\$INTERNATIONAL }

MTERCULTURAL 1

H05T1116

FROM THE INDO-EUROPEAN WORD GHOSTI

INTERDOMINATIONAL

INTER-GENDERED }

WELCOME AND SUSTAIN & ROLE IN

COMMUNITY AND LIFE

OFTEN GUEST BRING MUCH MORE THAN HOST EXPECTED

OXFORD ENGLISH DICTIONARY

Host (n) a person who receives or entertains guest



IT MAKES NO SENSE TO TALK ABOUT A HOST UNLESS THERE ARE GUESTS IN THE PICTURE.

THIS IS TRUE ALSO FOR

LEADERSHIP

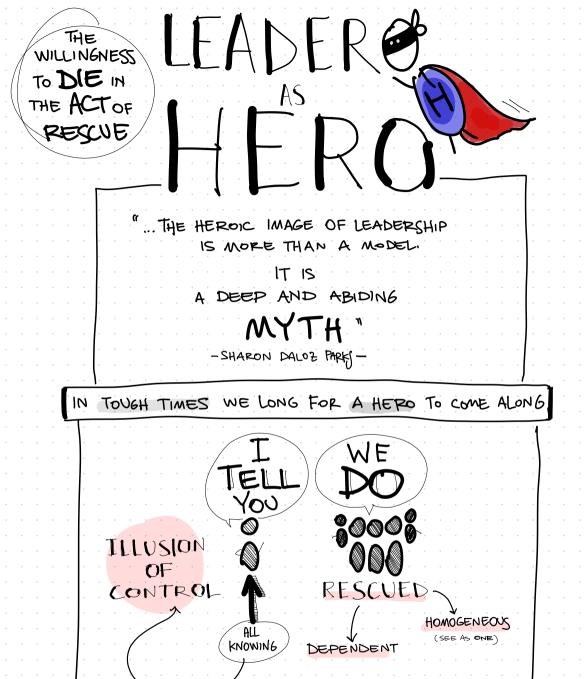
I LEAD!



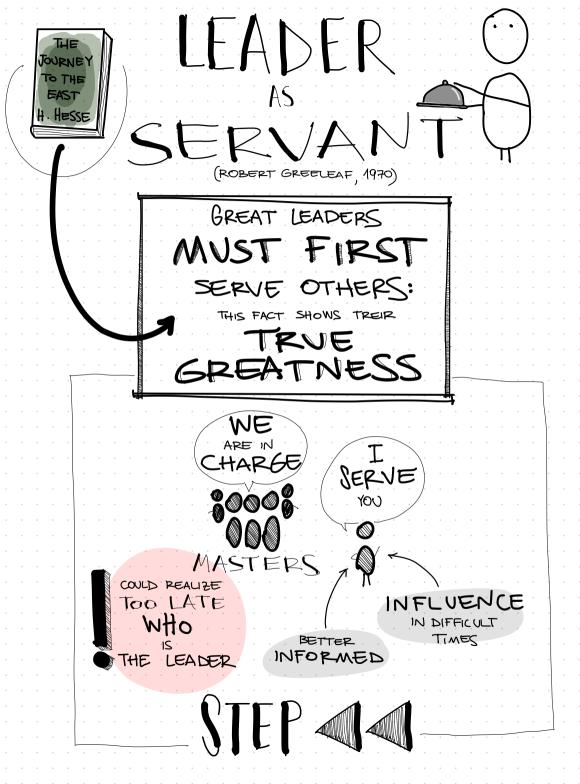
FOLLOW

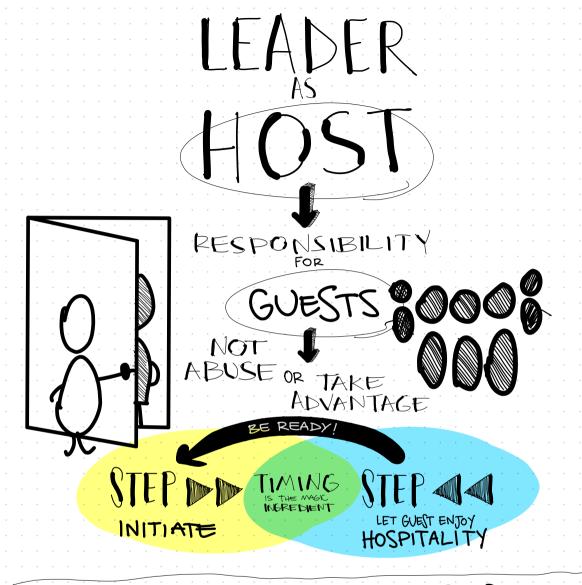






STEP





Host Leader (n)

someone who engages fellow participants in a purposeful endeavor

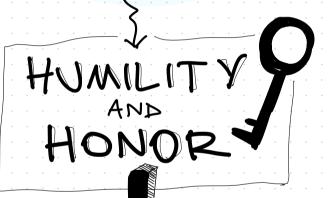








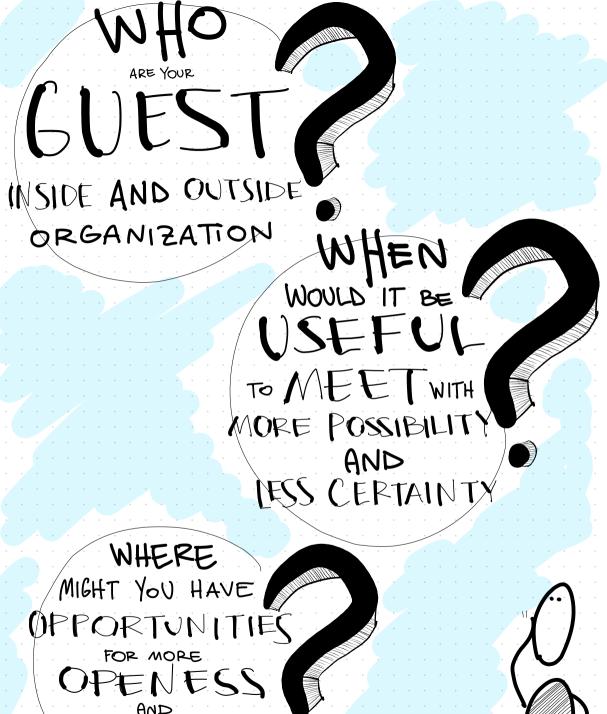
HOSTING AND WELCOMING GOES HAND IN HAND



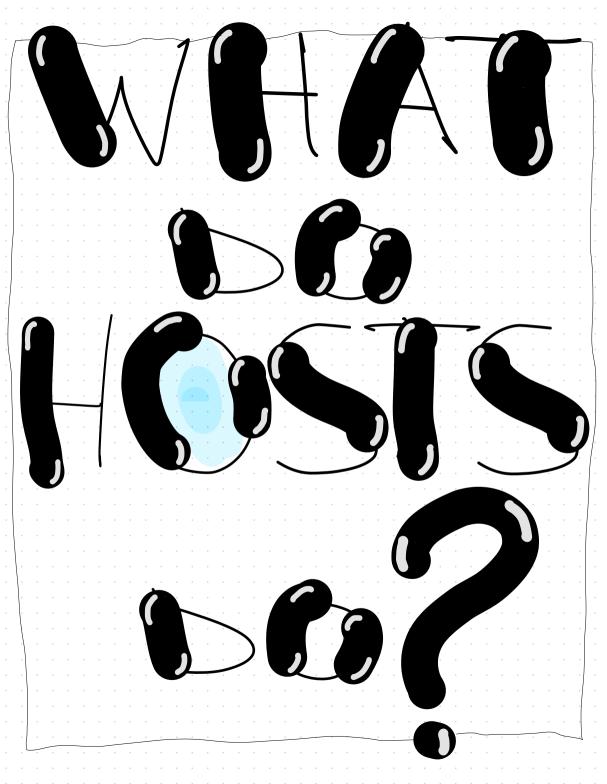
MEETING WITH POSSIBILITY

LET SURPRISE YOU





CONNECTION



CREATE
A SPACE
FOR OTHERS TO
ACT
AND
INTERACT

SHOULD I

STEP 11

OR

STEP DD



MAKE A
POSITIVE
AND
DEFINITE
MOVE
TO HELP
THINGS ALONG





OBSERVE









IT'S LIKE



CONTEXT SETTER

PROVIDE AN ENVIRONMENT OR SPACE INTO WHICH OTHERS WILL COME

OFFER PROTECTION

TAKE SOME OF THE RESPONSIBILITY FOR PROVIDING SHELTER FOOD AND WARMTH

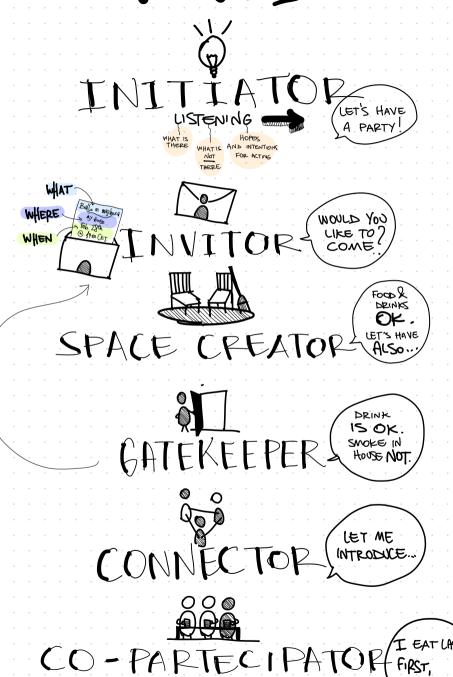
ENABLE COMMUNITY

BRING & TOGETHER, HELP & FACE TROUBLE JOINTLY, DRAW ON EACH OTHER FOR

FLUID AND FLEXIBLE

THEY ARE CONTINUALLY STEPPING FORWARD AND BACK NUDGING WHERE NEEDED AND LETTING THINGS FLOW

roles



POSITIONS



IN THE KITCHEN

PRIVATE AND INTIMATE

PREPARING AND REFLECTING



IN THE GALLERY

STANDING BACK TAKE AN

OVERYIEW

OF WHAT'S HAPPENING





IN THE SPOTLIGHT

FOCUS ON ATTENTION,
OUT FRONT,
MAKING
THINGS HAPPEN

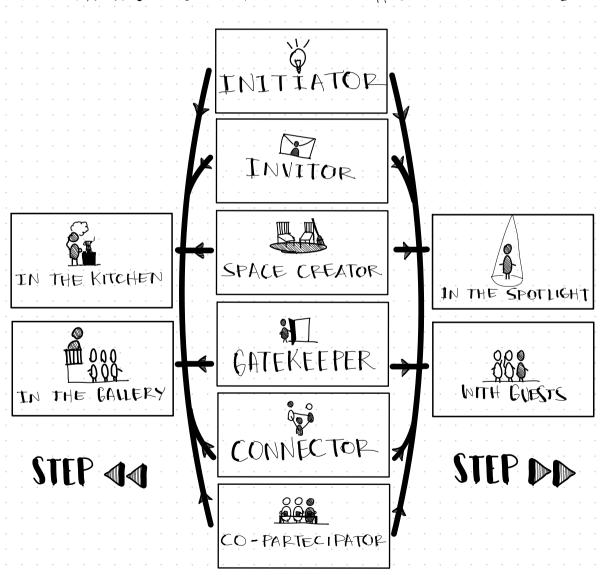


EVERYONE
BUT
ONE OF THE GROUP

STEP

AM T GOING TO STEP OF OR STEP DO (NEXT)

IN WHICH ROLE AND IN WHICH POSITION



A USER

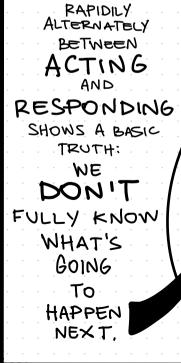
GUIDE

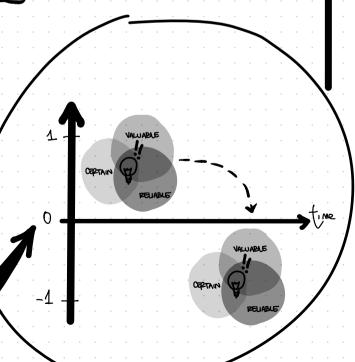
TO THE

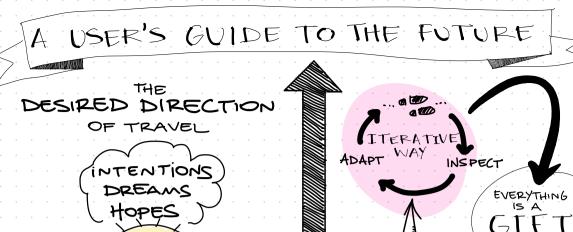
FUTURE

STEP DD TAKE ACTION STEP 44

BE AWARE
NOTICE WHAT IS HAPPENING
PREPARE TO STEP DO
AT THE RIGHT TIME







HORIZON WHAT BUILDING BLOCKS WE HAVE TO BE IN PLACE TO ACHIEVE THIS !

MIDDLE FUTURE:

(BACK CASTING)

TOO FAR AWAY TO KNOW EFFECTIVELY

IT CAN BE A DISTRACTION

NEAR FUTURE:

WHAT MIGHT BE THE FIRST TINY

SIGN OF SUCCESS LIKE?

(JEBY

NEAR FUTURE:

THE BIGGER THE THING YOU WANT TO ACHIEVE THE SMALLER THE FIRST ...

DONE TODAY OR TOMORROW

IN OUR CONTROL CAN BE DONE WITHOUT PERMISSION

MORE LIKELY TO GET DONE

BUTTERFLY EFFECT (IMPACT / FEEDBACK)

IF IT DESN'T WORK ... LITTLE WASTE ...

YOU WANT TO SERVE DINNER @ 8 PM BUT EXACTLY WHAT YOU'LL BE DOING @ 8 PM?

DYNAMIC STEEPING

FUTURE INTENTION FLEXIBILITY NEEDED UTILIZATION

WORK WITH

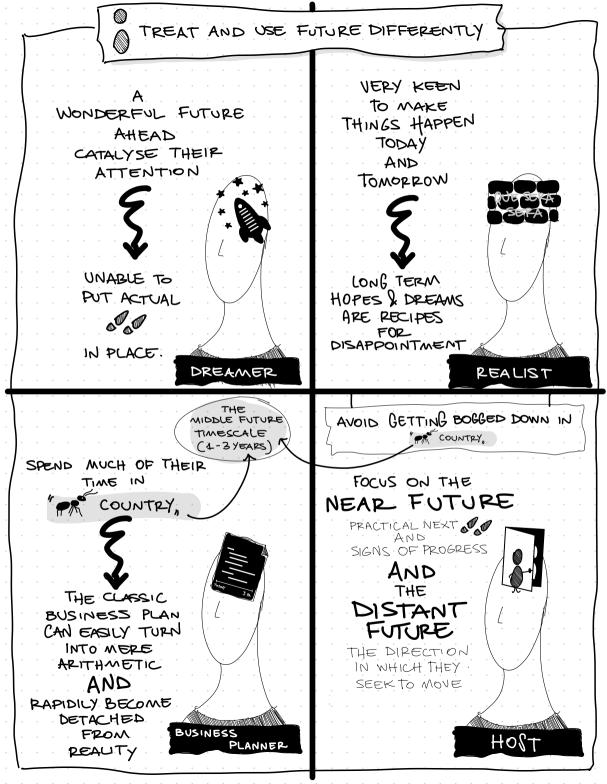
WHAT'S IN FRONT OF YOU HOWEVER

UNPROMISING THAT LOOKS LIKE RATHER THAN MOANING WITH WHAT'S

> NOT THERE AND THEREFORE NOT MAKING ANY PROGRESS

AT ALL

TO PROMPTLY ACT YOU NEED TO BE AWARE.



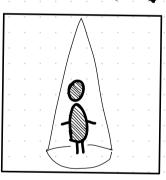
IN THE SPOTLIGHT

THE VERSION OF OURSELF WE SHOW THE WORLD S. WALKER

REPRESENTING YOUR ORGANIZATION HEADQUARTER, TEAM

MAKING PRESENTATIONS FACILITATING WORKSHOPS AND DISCUSSION GROUPS

STEP D



INGREDIENTS

- · STAND UP WITH CONFIDENCE
- · OWN THE SPACE
- · HAVE PRESENCE
- · BE REAL AND AUTHENTIC

TIPS

PREPARE WELL AND THEN ... LET GO

TRUST YOUR PREPARATION WILL DO ITS WORK

KHOW YOUR OPENING LINE

ENGAGING START AUDIENCE

NOITNETTA

CONFIDENCE

WARMUP (JUST A LITHE)

BREATH DEEPLY MOVE YOUR SHOULDERS FEEL THE FLOOP

UNDER YOUR FEET

SHAKE YOUR HANDS

KNOW WHEN

ALLOW

ENCOURAGE

OTHERS TO STEP DD

THIS IS NOT AN END

IT'S A マアシ

BEGINNING

WITH GUESTS

GUESTIS ALSO A METAPHOR

THOSE WHO ARE PARTECIPATING, CO-WORKING, CO-OPERATING.

ATTEND A MEETING YOU ARE NOT

LEADING.

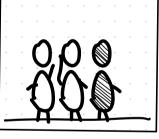
LET OTHER
LEAD ON CERTAIN
AGENDA ITEMS
SO YOU CAN JOIN
DISCUSSION

GO ALONG WITH OTHERS (TO AN EVENT) EAT LUNCH IN THE STAFF POOM

ATTEND AN

MINGLE OVER A COFFEE BREAK

STEP DD



INGREDIENTS

- · CATCH UP
- · ASK HOW & IS GETTING ON
- . CONNECT WITH OTHERS
- · DISCOVER (AND REMEMBER)

TIPS:

SPEND TIME
WITH @
AS MANY @

AS POSSIBLE: SEEK OUT THOSE WHO MAY BE ON THE FRINGEN WITH

RATHER THAN

AVOID

 THEM

IN 1-1 OR IN

SMALL GROUP

TO GET UNDER

WHAT THEY ARE

THINKING AND SAYING

CONNECT WITH THEM

BUILD RELATIONSHIP

AND TRUST

IN THE CALLERY

ALLOW US TO SEE THE FOREST
AS WELL AS THE TREES

STEP

BACK

FROM EVERY DAY

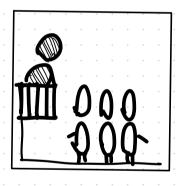
BUSINESS AND

DISTRACTION

TAKE
A PAUSE
TO LOOK AT
THE
BIG PICTURE

LOOK
FROM ABOVE
AT WIDER ISSUES
PROGRESS AND
CHALLENGES
AHEAD

STEP 11



INGREDIENTS

- . WHAT ARE YOU LEARNING ABOUT THE CULTURE OF THE ORGANIZATION?
- o HOW DO THINGS OPERATE IN THE ORGANIZATION?
- · HOW DO WORK TOGETHER?

OWHAT PITUALS EXISTS AROUND HERE?

TIPS:

SHIFT YOUR
PERSPECTIVE
TO SEE
THINGS DIFFERENTLY
FOR EXAMPLE...
FROM A
CUSTOMER POV

PESIST THE
TEMPTATION
TO JUMP TO
CONCLUSION

SHOUT OPDERS

IMMEDIATE CHANGE:

ACT ONLY IN CASE OF

IF YOU ARE STUCKED IN THE SPOTUGHT...

"SPOTTERS"

A TRUST COLLEAGUE
MOVING AROUND
TAKIN IN WHAT'S
GOING ON AND
LET YOU KNOW

FROM TIME TO TIME

IN THE KITCHEN

REFLECTIVE PRACTICE

IS A VITAL DISCIPLINE FOR LEADERS

MAKE TIME FOR COACH/MENTOR HTIW REGULAR CONVERSATION

KEEP A REGULAR LEARNING TOURNAL

JOIN A GROVP FOR DISCUSSION WITH EXPERIENCED

FOLKS FROM OUTSIDE .

ORGANIZATION

USE. MINDFULNESS

METHODS

DRGANIZE TEAM AWAYS DAYS/

FOCUSED

RETREAT

STFP



INGREDIENTS

- O ANALY ZING EXPERIENCES TO WEARN
- . TIME TO THINK AND PLAN
- · PARTECIPATE IN A PEER GROUP ACTIVITY TO LEARN FROM OTHERS IN SIMILAR SITUATION

TIPS:

MAKING TIME FOR THE KITCHEN

> DON'T PACK YOUR AGENDA FULL OF PUBLIC ACTIVITIES

KITCHEN TIME KEEP US CONGRUENT AND AUTHENTIC

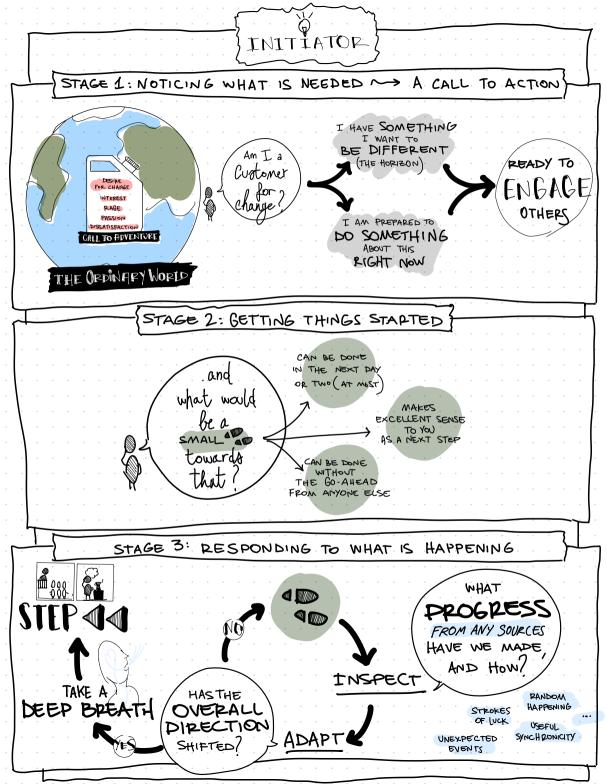
FINDING TIME TO

REGENERATE

IN THE KITCHEN

IT MANTAINS THE RUST CONFIDENCE

OF THOSE AROUND





SOFT POWER OF INVITATION AND INFLUENCE

HIGH WIHORITY INVITATION HIGH

WHAT I VALUE ABOUT YOU AND WHY I'D REALLY LIKE YOU BE PART OF THIS

ATTRACTION

WHAT'S THE PROJECT? WHAT ARE OUR BEST

HOPES INTENTIONS VISION PURPOSE

OBJECTIVES / 1

BENEFITS BE AND WHO WILL ENTOY/REAP THEM?

WHAT WILL THE

CHOICE

TO GET AN AUTHENTIC

AND HEARTFEL YES.

THERE HAS TO BE THE POSSIBILITY OF A NO.

perfect time to

HARD YOWER

POWER

00 THIS. FOR POSITIVE AND PRODUCTIVE OTHERWISE

NOT GOOD

RELATIONSHIP BUILDING

INVITE & SHOW UP

BEING INVOLVED OPEN

ENGAGED, PART

ACKNOWLEDGEMENT

SMART

A POWERFUL INVITATION

I'd like you to consider stay with us.

You know this Job. I don't.

Now, if you stay with me

it'd be just one term: 5 years.

And then, you'll be free to leave Now, please understand me:

this is not an order.

CLEARS A SPACE IN FRONT

EFFECTIVENESS OF ASK IS CLOSELY LINKED

TO THE RELATIONSHIP WE HAVE BUILT (USING SOFT POWER) AND HOW COMPELLING OUR STORY IS

REMEMBER THE POWER OF ASK

> AND MAKE SURE INVITATION IS SEEN CLEARLY AS SUCH.

INVITATIONAL LANGUAGE

IJSE

TO START

PHRASING THINGS AS

USE WE TO IMPLY JOINT EFFORT

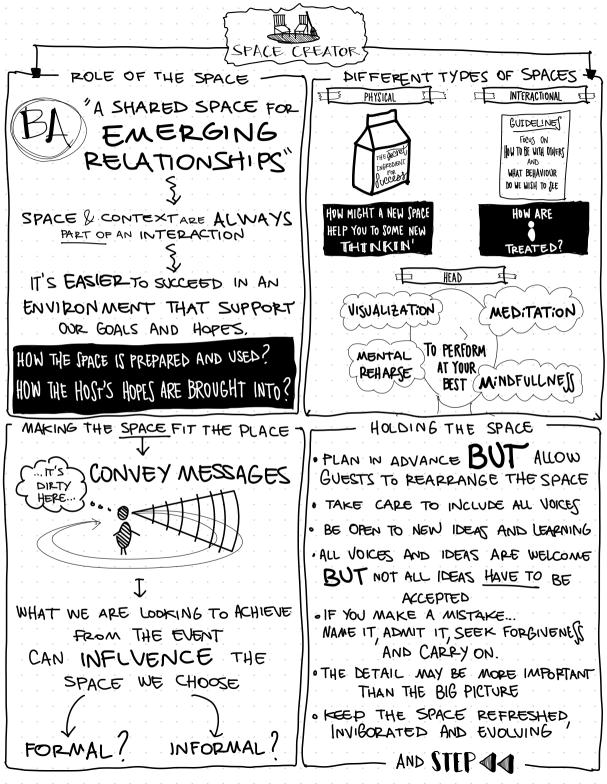
> POSITIVE LANGUAGE TO PRODUCE ENERGY USE FOFTNERS TO INVITE

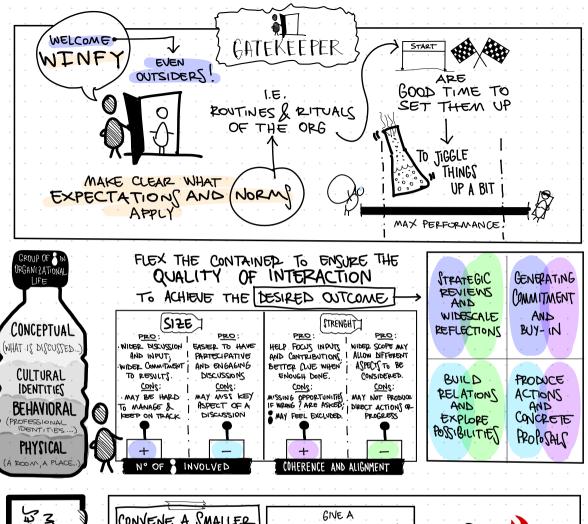
A RESPONSE I WONDER IF ... QUITE MIGHT... ... SLIGHT...

... SHOULD ...

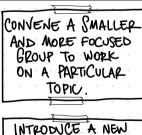
Thank you

REMEMBER TO SAY









AND MORE FOCUSED
CONTAINED FOR AN
EXPERMENTAL
REZIOD:

NEW PRACTISES AND AWARE FERMANENT SHIFTS MAY BE DISCOVERED.

POSITIVE NO

TO MANTAIN AND BUILD PELATONSHIP AS WELL AS GETTING THE IMMEDIATE NEED DEALT WITH

YES.

LET THEM KNOW YOU NOTICE THE POSITIVE AND USEFUL ELEMENTS

lt's

CLOSED

A JUSTIFIABLE REA

CIVE A JUSTIFIABLE REASON FOR YOUR POSITION

Yes/

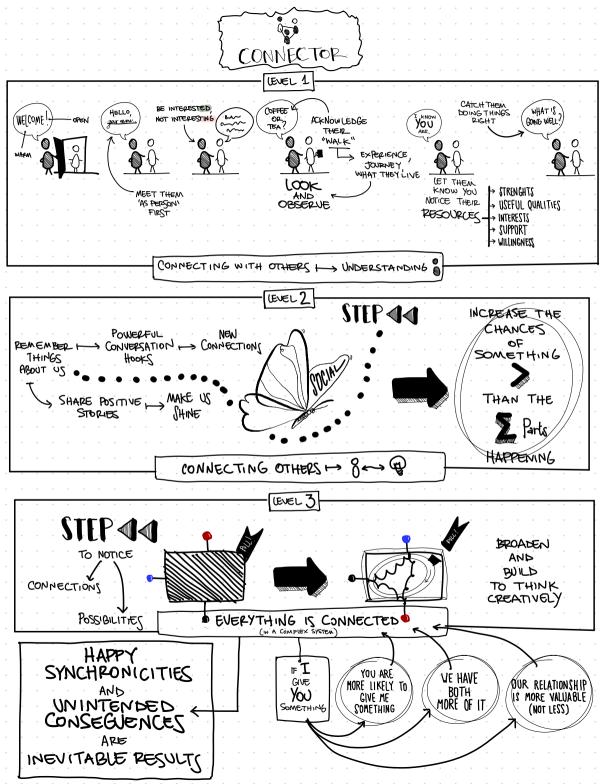
OFFER SOMETHING FOR \$ TO AGREE WITH AND SO BE ABLE TO MAINTAIN AND EVEN BUILD RELATIONSHIPS

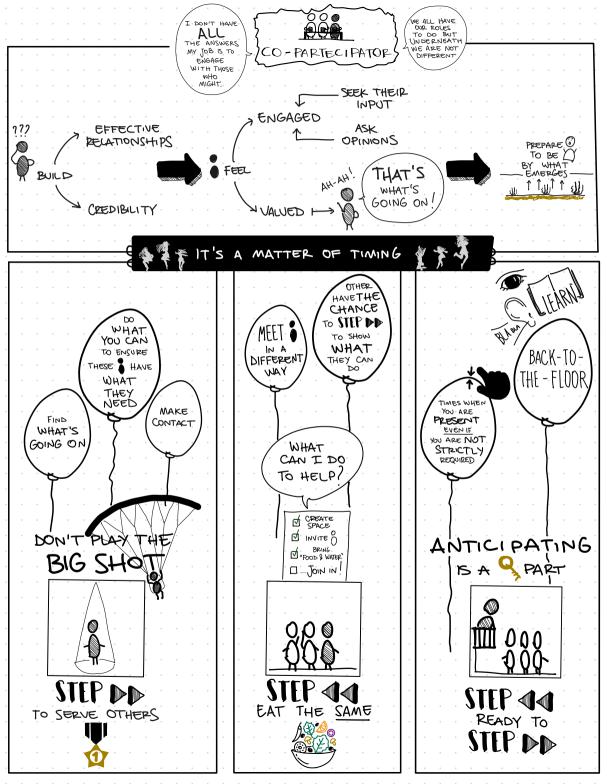


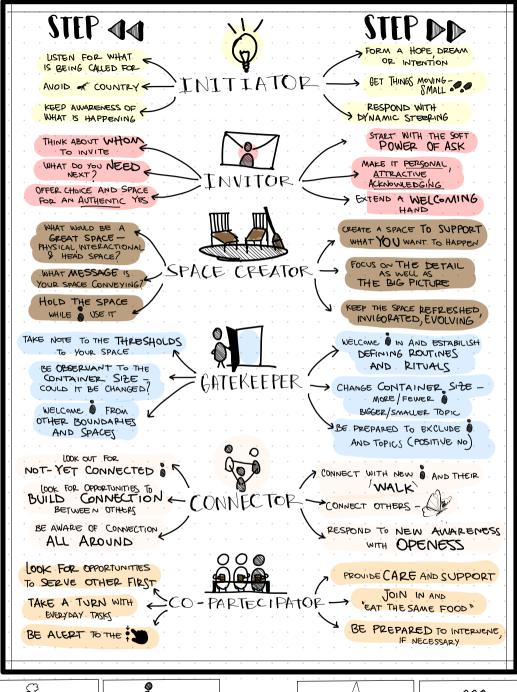
IN CASE OF FIRE:

DO WHATEVER YOU CAN TO HELP THEM FIND ANOTHER WORK:

- GIVE AS GOOD AS REFERENCE
- USE CONTACTS TO FIND POTENTIAL
 SITUATIONS.
- OFFER TIME TO FIND ANOTHER POSITION
- DO YOUR BEST TO PART ON GOOD TERMS.









PREPARING AND REFLECTING







