

THE LEADERSHIP CHALLENGE

THE MOST TRUSTED SOURCE FOR BECOMING A BETTER LEADER

FEBRUARY 2006 NEWSLETTER

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“What made the difference was the vision of how things could be and clearly painting this picture for all to see and comprehend.”

— From *The Leadership Challenge, Third Edition*

Welcome to the The Leadership Challenge Newsletter!

This monthly publication is designed to benefit leaders by providing useful information about leadership as well as fuel that you can incorporate into your business and your life. [As always, please let us know how we are doing](#); we may even contact you about featuring your ideas and stories in future editions of this newsletter.

Thoughts on the Model

Are your leaders working hard, working fast and improving operations, but in the dark when it comes to the future? Michigan-based, Mike Neiss (The Leadership Challenge® Workshop Master Facilitator) takes an in-depth look at Inspire a Shared Vision, and how forward-looking views and passion for the possibilities of the future could mean the difference between success and failure in the Rust Belt. [More](#)

Tips and Techniques

How trusting are you in your everyday communication? One challenge all leaders face is how to best to communicate, "I trust you," in daily interactions. Craig Haptonstall (The Leadership Challenge® Workshop Master Facilitator) shares his favorite exercise that explores this trust dynamic. [More](#)

Ask an Expert

Situational? Transactional? How about Transformational? Co-author Jim Kouzes answers one reader's question about how The Leadership Challenge model stacks up. [More](#)

Rants and Raves (PDF)

See how global strategy and technology consulting firm Booz Allen Hamilton, a 90-year-old organization that generates annual sales of \$3.3 billion with more than 16,000 employees across six continents, uses The Leadership Challenge as the cornerstone for its company-wide leadership initiative. [More \(PDF\)](#)

What We're Reading

Valarie Willis, Principal of Valarie Willis Consulting and a Leadership Challenge® Workshop Master Facilitator, is reading [The Heart of Change](#) by John P. Kotter and Dan S. Cohen. "The book is a guide on how to create and sustain change in organizations" explains Willis. "The real key to change is tapping into the emotions of employees. The premise is that organizations have to get people to change through seeing it, feeling it, and by stimulating emotions. These feelings will drive change. The book is organized into eight stages of change and within each stage there are great stories, tips, and tools that will help readers navigate through a change process. Interesting enough, but of no surprise, all Five Practices of The Leadership Challenge can be found in Kotter's work. This is a perfect airplane book for the travelers of the world; easy read, real life examples, and summaries at the end of each chapter."

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