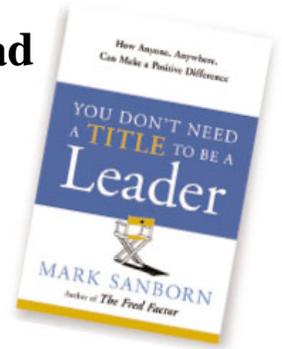


# A Worksheet for Those Who D.A.R.E. to Lead

## By Mark Sanborn



There are no simple formulas for learning to lead, or learning to lead better. However, there are concepts and tools that will assist you in improving your ability to positively influence.

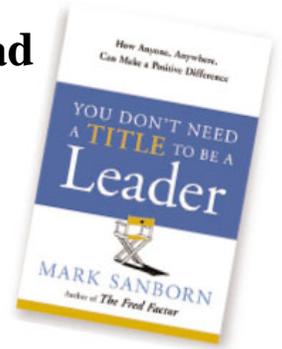
The following worksheet combines questions and an assessment with suggestions and provides a basic template you can use in your leadership journey. Think through the four components and you'll have a clear path to follow.

## **D**esire

- Why do you want to lead? \_\_\_\_\_  
\_\_\_\_\_
- What specific problem(s) do you want to solve? \_\_\_\_\_  
\_\_\_\_\_
- What opportunity or opportunities do you want to seize?
  - In your job? \_\_\_\_\_  
\_\_\_\_\_
  - In your family? \_\_\_\_\_  
\_\_\_\_\_
  - In your community? \_\_\_\_\_  
\_\_\_\_\_
- Are you more driven by recognition or contribution? \_\_\_\_\_  
\_\_\_\_\_
- What is the personal payoff for you in learning to lead or lead more effectively?  
\_\_\_\_\_  
\_\_\_\_\_

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### A bilities

On a scale of 1 to 10, rate your abilities for the following six skills (each skill corresponds to one of the Six Principles of Leadership set forth in **You Don't Need a Title to be a Leader**: How Anyone Anywhere Can Make a Positive Difference):

#### SKILL SET

1. **Self-Mastery**: personal leadership
2. **Focus**: committing attention and resources to important activities
3. **Power with People**: cooperating with others to create results
4. **Persuasive Communication**: influencing through words
5. **Execution**: drive to completion and achievement of results
6. **Giving**: contribution through service

#### SELF RATING<sup>1</sup>


<sup>1</sup>Rank yourself from 1 (low skill) to 10 (highly developed).

Which skills need the most attention? \_\_\_\_\_

\_\_\_\_\_

How will you close the gaps between actual and desired skill levels? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

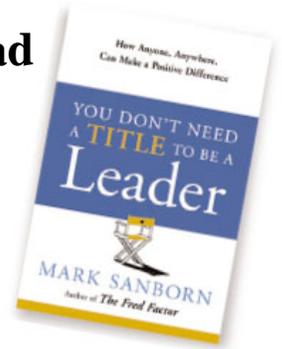
### R esources

You can develop your own leadership curriculum. Ask others for recommendations, or use an internet search engine to identify and list below the best resources to help you grow from the following list of resource types:

- Books \_\_\_\_\_
- Audio and video tapes \_\_\_\_\_
- A leadership development program \_\_\_\_\_
- Seminars \_\_\_\_\_
- Mentoring relationships \_\_\_\_\_

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## E ncouragement

- Who will you enlist to help you be a better leader? \_\_\_\_\_  
\_\_\_\_\_
- Can you form a mastermind of other leaders to meet with regularly?  
\_\_\_\_\_
- Who will you trust to talk candidly about your leadership experience: your hopes and concerns? \_\_\_\_\_



## About Mark Sanborn

Mark Sanborn, CSP, CPA is the international best-selling author of **The Fred Factor**. His latest book, **You Don't Need a Title to be a Leader: How Anyone, Anywhere Can Make a Positive Difference**, shows how each of us can be a leader in our daily lives and make a positive difference, whatever our title or position. Mark is known as "the high content speaker who motivates." He presents over 90 programs each year on leadership, team building, customer service and mastering change.

Mark is the President of Sanborn & Associates, Inc., an idea lab dedicated to developing leaders in business and in life. For further information on how Mark can help your organization develop leaders at every level contact him at:

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