15.969 Dynamic Leadership

Leadership is Dynamic.

Period.
Leadership as sales?

- Proven Effective salesmanship? (salespersonship) from yesterday
  - Confidence (appearance)
  - Adding information
  - Knowing your customers’ needs – adding info
  - Taking questions – adding related information
Other Ideas

- Effective sales and/or leadership – add’l?
  - Being Direct
  - Passion
  - Authenticity
  - Staying true to your image...
Practice:

1) CONFIDENCE
2) ADDING INFO
Practice:

3) KNOWING YOUR AUDIENCE
4) TAKING QUESTIONS