

15.969 Dynamic Leadership

**LEARNING TO IMPROVISE**

**Why?**

**Leadership is Dynamic.**

# Leadership: Image Building

“Change Signature”

“Self-Awareness”

“HOW YOU INSPIRE OTHERS”

**“We Must Be the Change We Wish to See in the World”**

***--Gandhi***

# Tying it all together

- How to improve/define you as leader
- Taking leadership roles
- Getting credit

Improvisational moments define leadership

Try different leadership 'characterizations'

Use your own definition of 'image'

# What Image for You?

- Think for a moment
- Write down 3-5 characteristics
- Who you are today, who to be tomorrow
- Why are these important for you...

FOCUS ON THESE IDEAS TODAY,  
TOMORROW (Thurs), etc.

'You as a leader...'

# YOU?

Group Project: Give me group members!

- Groups of 4 to 6
- 6 minute presentation
- Real world example to present to class

**Last Class: Real World con't**

**NETWORKING?**

**Improvisational? ALWAYS YES.**

**Success in Business=Success in Networking**

# Today's Class: More application

## ■ Sales?

- Prepared yes...
- Also must react appropriately to cust needs
- Management = Leadership = Sales

## ■ Improvising CEO scenarios

- No way to be prepared for everything
- Staying on message, staying in your image

# Reminder: SKILLS + RISKS

- Learning a new skill set
  - Not content! Difficult here, easy when all info available
  - Learn how YOU react, how audience reacts
  - Managing various factors, juggling everything
- Take Risks
  - Play, try, push yourself
  - USE YOUR DESIRED IMAGE