

PARTICIPANT'S MANUAL

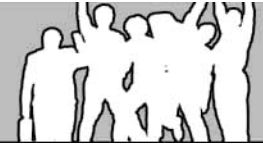
The Successful Executive

Course designed by:

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JCI (Junior Chamber International) is a worldwide federation of young leaders and entrepreneurs with nearly 200,000 active JCI members and millions of JCI alumni. JCI members contribute to the advancement of the global community by creating positive change in over 5,000 communities in more than 100 nations worldwide.

JCI members lead projects in the areas of Business, Individual, Community, and International Development. They meet, learn and grow. By participating in various projects, meetings, seminars and events around the globe, JCI members grow personally and professionally, developing the entrepreneurial and leadership skills needed to generate positive changes in their communities, their countries, and the world.

Credits:

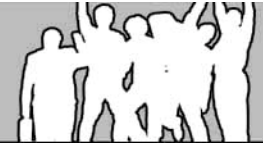
Power Vision

George W. Watts

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THE SIX DIMENSIONS

Based on the Book “Power Vision” by George W. Watts

Business is desperately looking for executives who can operate at their highest potential, people who can visualize ideas and get results—executives who have learned the secret of how to tap into individual’s highest energy and how to build a winning team. Successful executives must be able to operate at their fullest potential and this involves full development of six basic dimensions.

1. INSIGHT OR SELF-KNOWLEDGE

Learn as much about yourself as possible. Try to see yourself as you really are, not as you want to be. When you only look at the surface, you can easily convince yourself that there is no need to change. Only by quite reflection and self-analysis we can develop self-knowledge of our conscious and unconscious personality. Without self-knowledge we will never grow as executives.

2. DEVELOPMENT OF MATURITY

Maturity can be defined as the acceptance of your role in life which gives you an inner sense of security. Executives need to be constantly aware of this purpose and their state of consciousness. They need to do work to become their mature self.

Mature executives are tolerant of others and respect people’s rights because they realize that one needs talents of a whole team to compete effectively in today’s marketplace.

In contrast, immature executives blame others for their mistakes. They have a need to take credit for new ideas, set up rivalry, are jealous, angry, and revengeful.

Immature executives have the desire to dominate simply to feed their ego. They don’t have the ability to handle negative feedback or criticism, and have the need to appear intelligent to others.

3. INTUITION

Throughout our formal education we receive instructions on how to follow guidelines. We learn methodologies and acquire information. This creates the basis for deductive reasoning.

The ultimate expression of deductive reasoning is intuition. Through reason we can make a decision based

on numbers, but logical reasoning is not enough in today’s complex world.

Intuition is what distinguishes the mature executive from the manager. Managers carry out policies. Executives establish them. To do this effectively, executives have to understand the substance of themselves and their rolls and that of the people under them.

Executives must understand the essence of this work and visualize the future. Intuition is what enables them to do this.

But, how do we find intuition? One way to look for it is to follow our common sense, what feels right to us.

Intuition occurs spontaneously. When executives are controlled by their egos or their intellect, they don’t let their minds free to use their intuition.

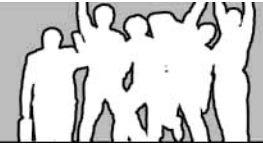
Using your intuition is like having a sixth sense. It is like lighting up the mind to enable executives to make the best decisions.

4. LEADERSHIP

One of the most important decisions that executives make is to choose their leadership style. Because no two individuals are ever exactly alike, their leadership styles will also differ. However, there are two basic leadership styles that predominate:

- a. A style that depends heavily on the intellect (head)
- b. The style that relays on the heart.

The heart executive is most interested in getting loyalty from his people. The head executive concentrates mainly on performance. To be an effective executive, both qualities must be developed. The intellectual executive wants ideas. The emotional, heart-oriented executive wants ideals.



Mature executives know that they must be able to operate in both head and heart leadership styles. Neither one works well without the other. They have to balance their need to focus on the bottom line with the hearty enthusiasm for the company, its people and their goals.

If you are too heavily leading toward one style of leadership, try to change your perception of yourself. Redefine who you want to be and in which areas you must grow.

5. TEAM BUILDING

As an executive you are one of your company's principal team leaders—the magnetic center of a group of people who look to you for leadership and vision. You are expected to create excitement and team spirit.

For this, you must not only inspire people, but motivate them to achieve beyond their own expectations. You must develop power-team.

First, you must have an intuitive understanding of how teams work. Mature executives know that teams have a collective energy greater than that of any of the individuals on the team or even its leader. The challenge for executives is to harvest the synergies of the team to their entrepreneurial spirit and produce results.

Team members share responsibility for achieving these goals—success will be impossible without team cohesion. For this to happen, much must be done to ensure that the members coordinate their activities and communicate well. Their mission will need to be clearly stated and communicated. They will have to learn how to solve problems together and follow clear norms and rules.

Everyone, including the leader, will have to keep his ego under control. Then, when the team has succeed, everybody can share the praise and public recognition.

6. COMMUNICATION

Finally, executives have to sell their ideas. For this you need to develop power communication.

Executives must be able to promote themselves and their ideas without fear. Self-promotion doesn't mean going around bragging to everyone about what you have done.

Performing well for your corporation and for your team is a desirable goal for any employee. People get in trouble when they trample over other people's needs to get what they want.

Selling yourself to customers or your boss, like selling your ideas to members of your team, involves communication skills. Your future plans and sometimes even your position with the company depend on your ability to create harmonious, mutually satisfying relationships.

