

Chapter 10 – Drive for Results

5D Leadership

Based on what you have read, score yourself out of 10 in each section. Which one thing, from the description in the chapter, do you need to develop to improve it?

NAMES:						
Determination						
Direction						
Drive						
Delivery						
Development						

Was there an area of deficit? What could your next steps be?

Direction

Be focused on getting from X to Y by Z. Take something you are working on at the moment. Can you rephrase it in this way to give you a more specific target?

From	to	by

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Drive & Development

As a team, RAG rate yourself in how you drive improvement. It is the conversation that is most important.

Drive & Development	RAG	What stands out?
Share expectation and data analysis regularly		
Listen and build trust		
Develop and support others		
Hear their experience of the vision		
Hear areas that the project is not working		
Hear gaps in your transferring the passion of the vision		

Development

Perception is reality. Talk to 3 different staff member types in your organisation. What is their perception and therefore their reality?

Person	Their perception & reality