

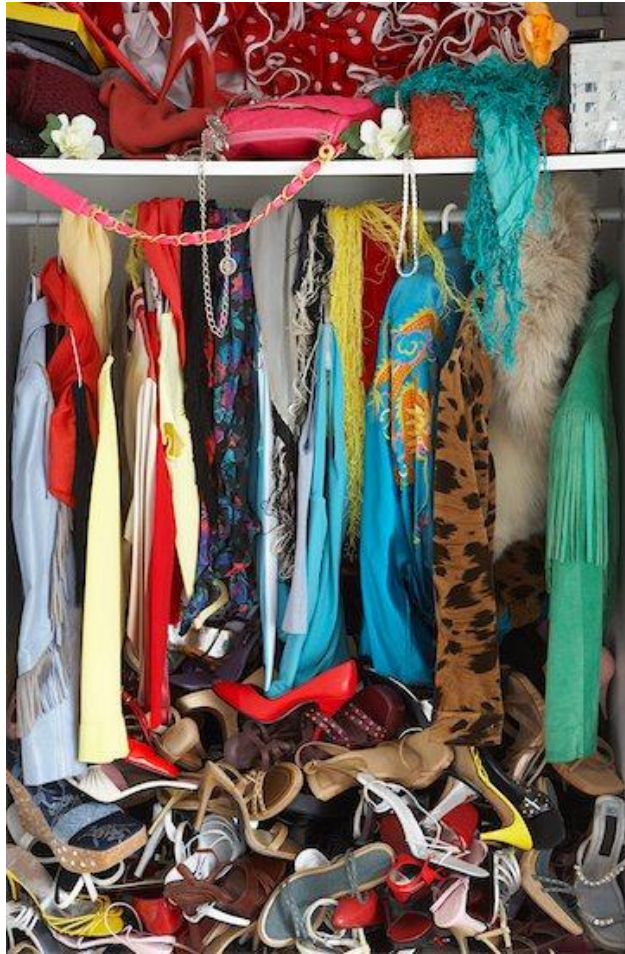
SAS Drs Session

Tuesday 16 October 2012

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Bev Bookless

Why learn leadership skills?



By the end of the session you will

- Have an understanding of the difference between leadership and management
- Identified why you need to develop leadership and management skills
- Identified barriers to development for SAS Drs
- Identified what you need to do to overcome the barriers
- Be prepared to go into regional session
- Take away one action

What is the difference between leadership and management?

‘A leader is a dealer in hope’ Bonaparte

Kotter says: both are necessary for success.

Management is about dealing with complexity and leadership is about coping with change.

- The manager asks 'how and when?'
- The leader asks what and why?'

- Leaders are visionaries

- Managers enact

'Management' Kotter

- Management makes systems of people and technology work well day after day, week after week, year after year.
- Planning and budgeting
- Organizing and staffing
- Controlling and problem solving
- Taking complex systems of people and technology and making them run efficiently and effectively, hour after hour, day after day

'Leadership' Kotter

- Leadership creates the systems that managers manage and changes them in fundamental ways to take advantage of opportunities and to avoid hazards
- Creating vision and strategy
- Communicating and setting direction
- Motivating action
- Aligning people

Why do you need management
and leadership skills?

What stops you?

What can you do to overcome the
barriers?

Negotiation

- Style
- Win Win
- Goals: what do you want? what do they want?
- Trade off – what can either party give
- Work out who has the power
- Relationships

8 TYPES OF LEADER

FOLLOW ME!
OOH, WAIT,
A SHINY
NEW THING



VISIONARY

SORRY, OUR
PLAN DOESN'T
SPECIFY BATHROOM
BREAKS



OPERATOR

MAYBE WE
SHOULD JUST
TAKE A
VOTE



COMPROMISER

WHEN I SAY
JUMP, YOU
SAY HOW
HIGH



DRILL SERGEANT

YOU GUYS
ROCK! WHO
WANTS
PIZZA?



CHEER LEADER

OUR STRATEGY
IS WHOEVER
I TALKED
TO LAST



PARROT

BLAH BLAH
BLAH BLAH
BLAH BLAH
BLAH BLAH



WINDBAG

PLAY HARDBALL
AND GIVE
IT 110%

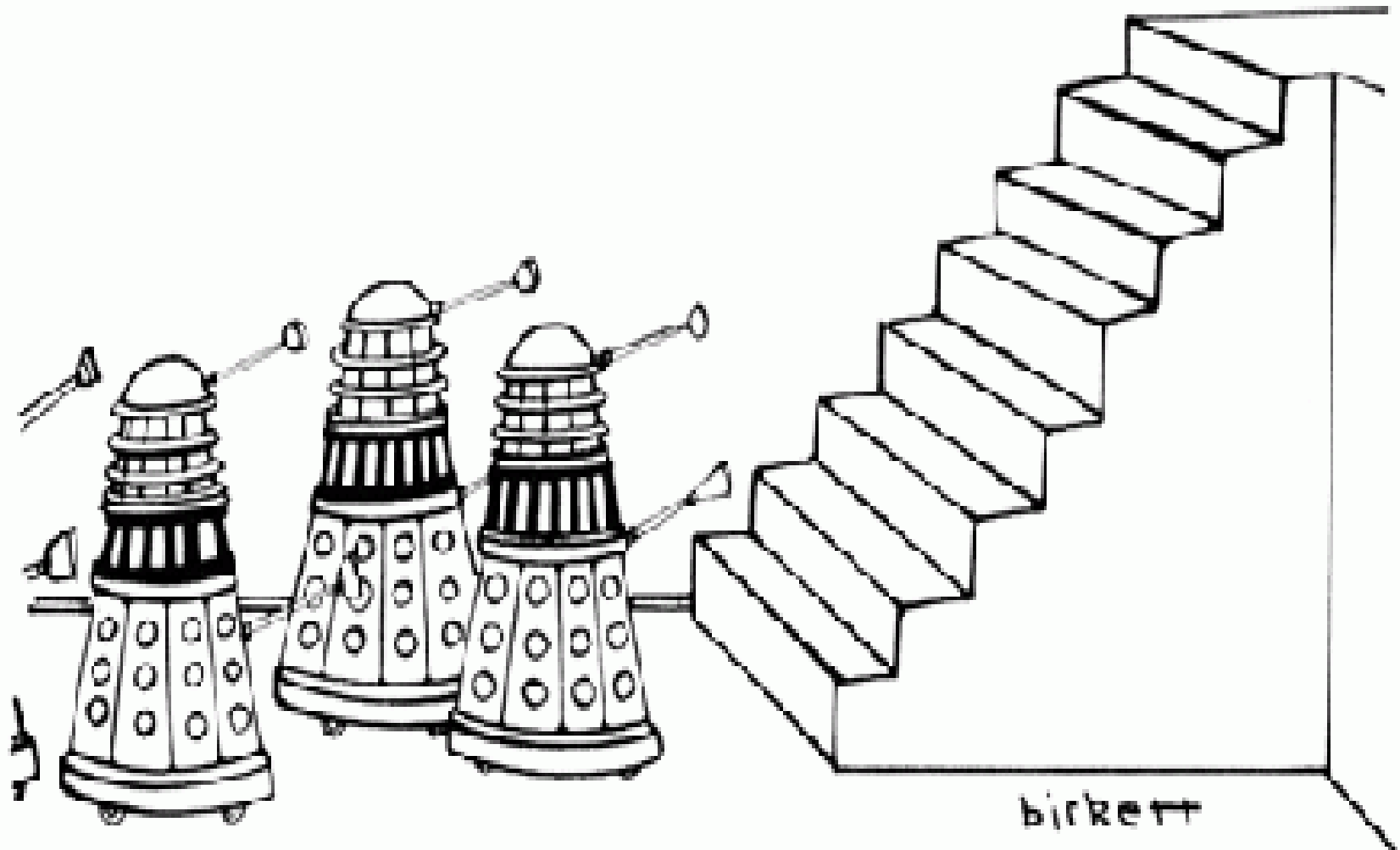


COACH

Regional Sessions

- Be proactive
- What are you going to ask for?
- Be leaders and have a voice in the meeting for what you think support SAS Drs need?

Think of one action to take away
and carry out in the next week.



"Well, this certainly buggers our plan to conquer the Universe."

