

# USF CONNECT

**THE TOTAL LEADER:**

## **MASTERING THE THREE LEADERSHIP DOMAINS**

**BOB DIXON**

Founder | Leadership Coach + Consultant

February 7, 2023 @ 1:00 PM

RSVP: [USFCONNECT27.EVENTBRITE.COM](https://usfconnect27.eventbrite.com)  
QUESTIONS? [USFCONNECT@USF.EDU](mailto:USFCONNECT@USF.EDU)





HEADQUARTERS  
U.S. ARMY GARRISON  
CARLISLE, PENNSYLVANIA



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Now  
What?



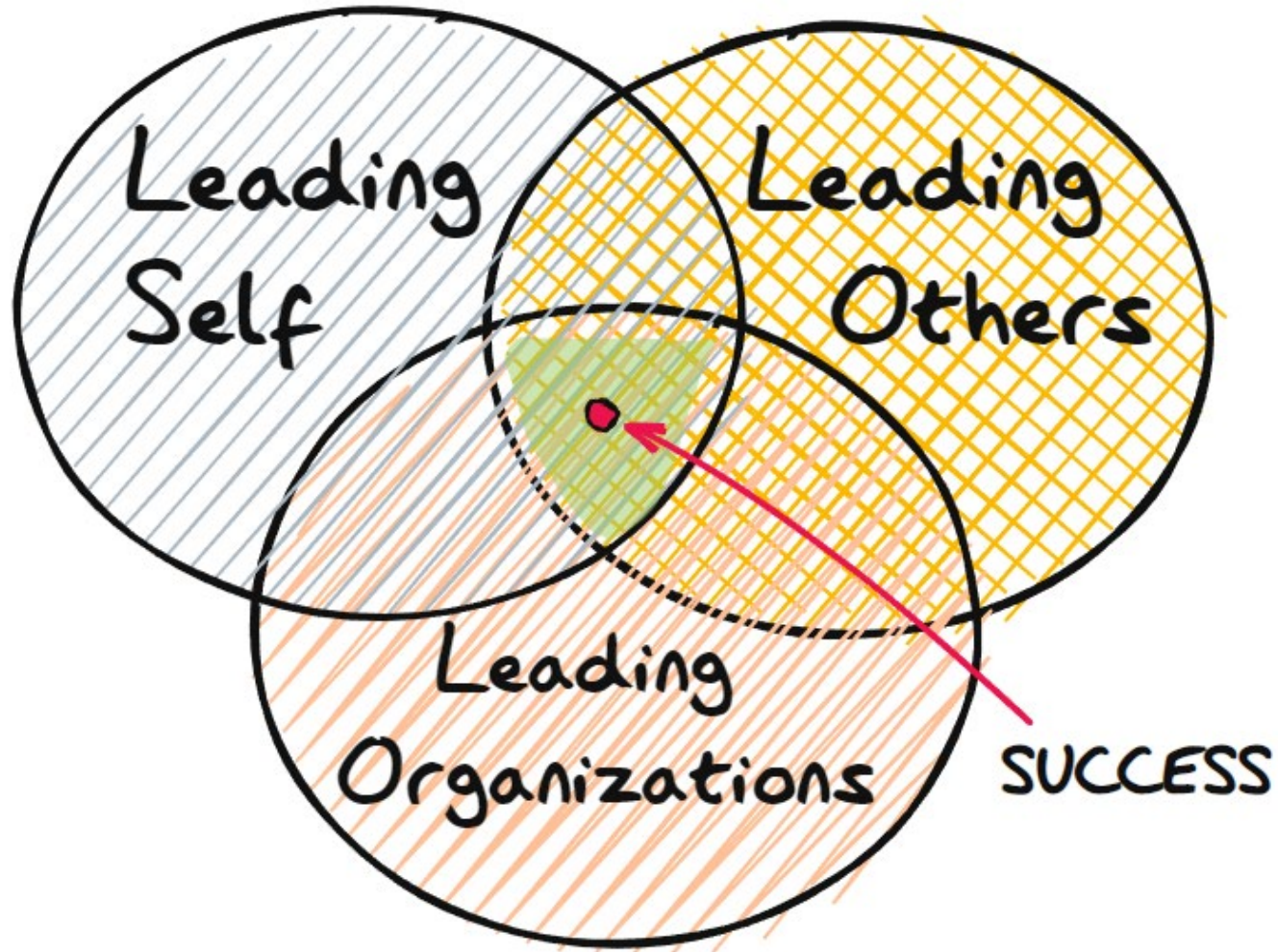
Bardstown  
Ferrand

Thomas  
Handy  
Sazerac

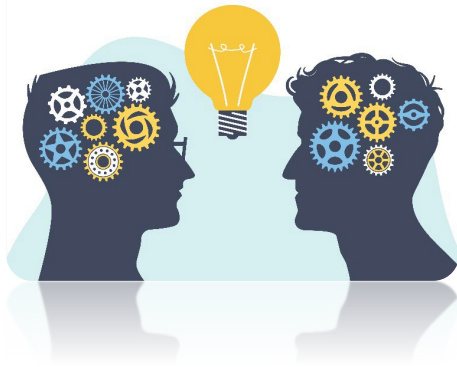
Rip  
Van Winkle  
10

Van Winkle  
12

# The Total Leader



Develop Leader Insight



Be Self-Aware



Master the Art of Influence



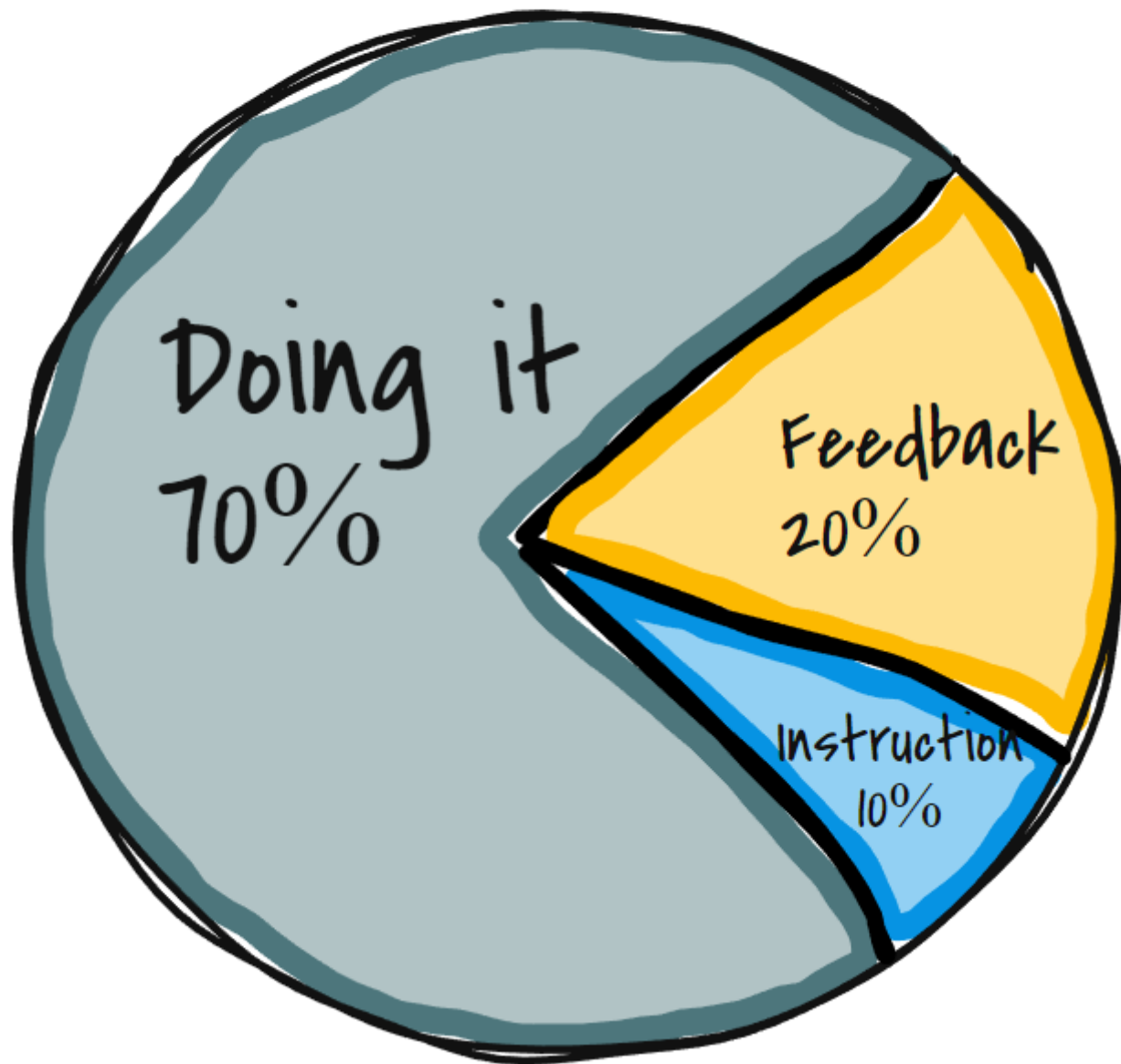
Lead Through Culture



Develop and Drive Strategy



# Skill Development







# Develop Leader Insight



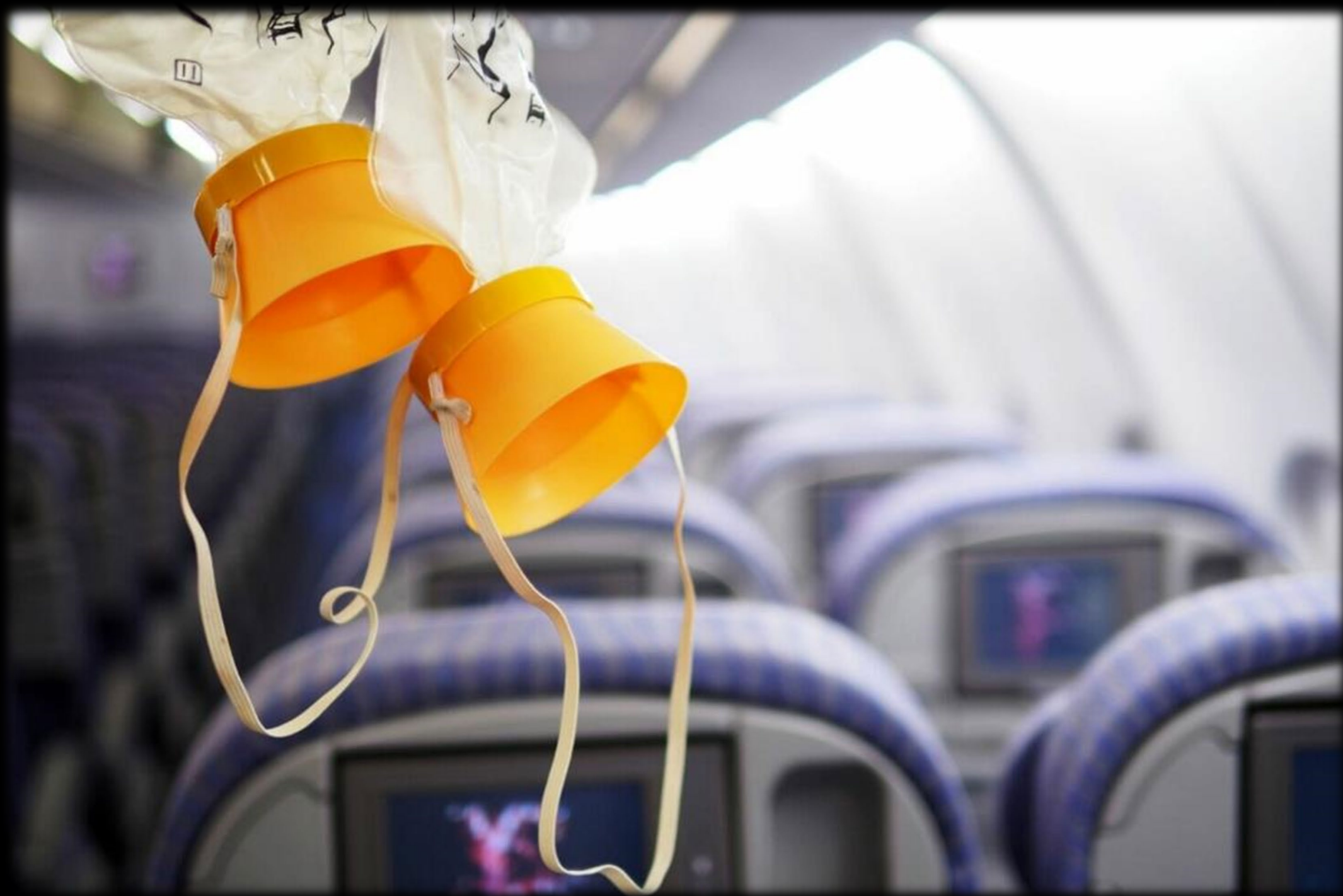






# The Self-Aware Leader









# Master the Art of Influence

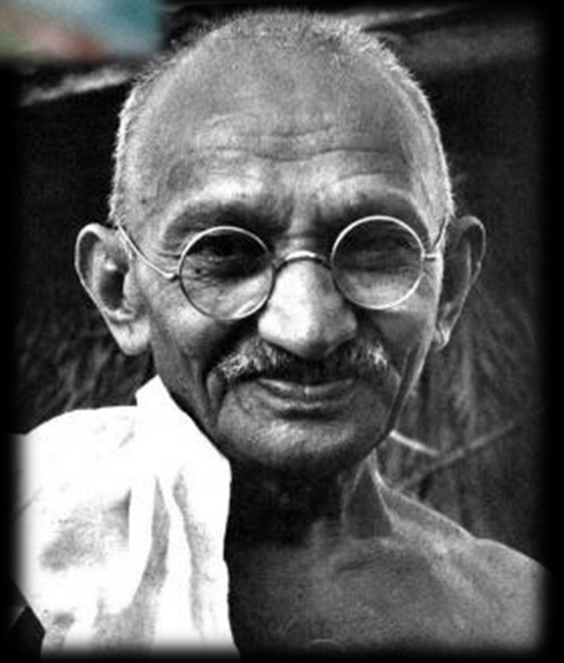
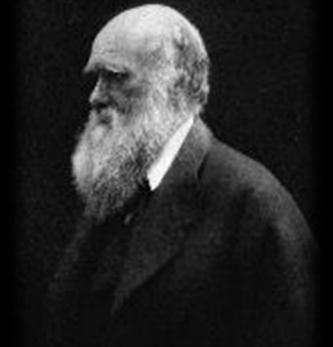




**“LEADERSHIP IS THE ART OF GETTING  
SOMEONE ELSE TO DO SOMETHING YOU WANT  
DONE BECAUSE HE WANTS TO DO IT.”**

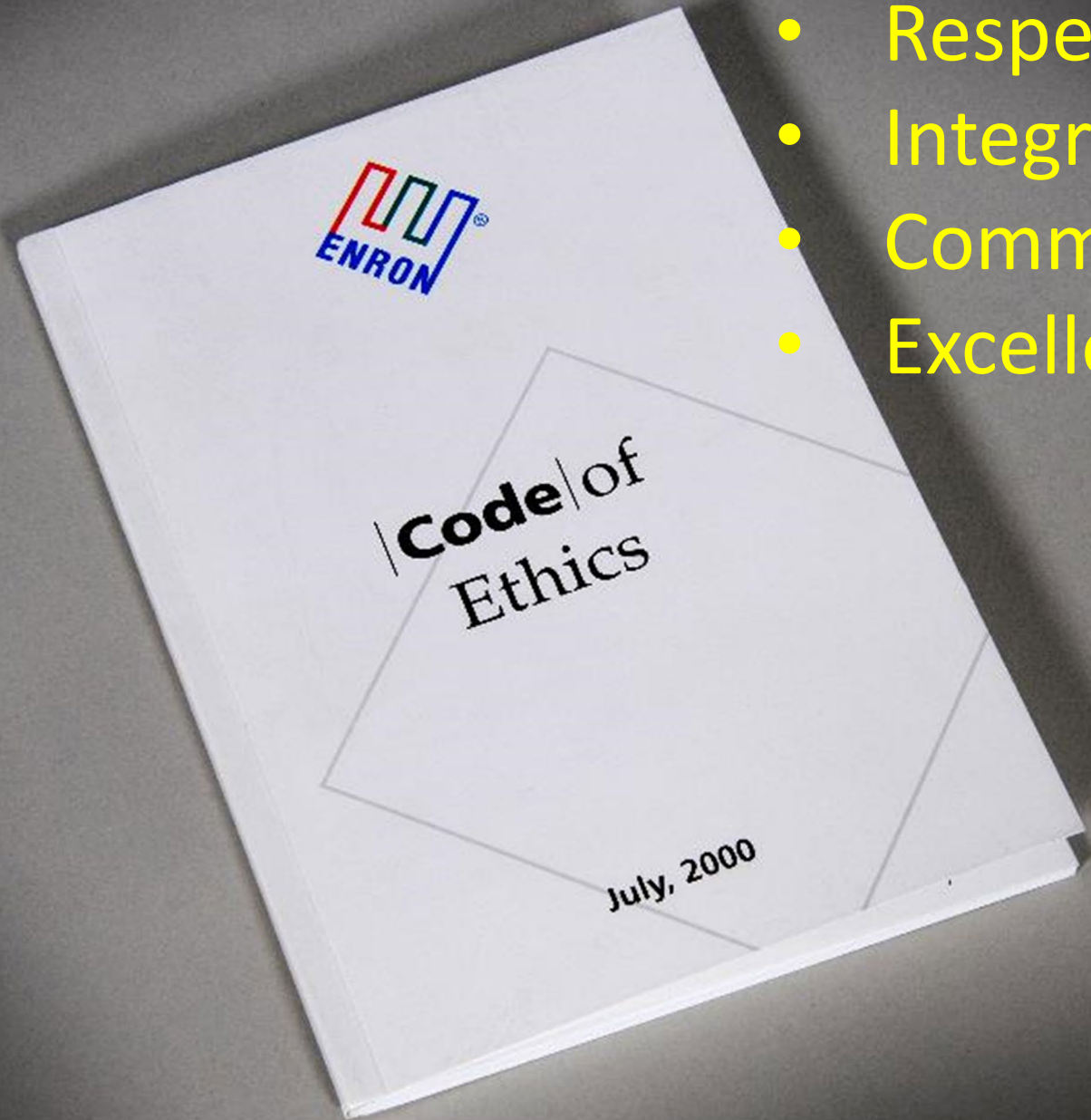
**DWIGHT D. EISENHOWER**

© Lifehack Quotes



# Lead Through Culture





- Respect
- Integrity
- Communication
- Excellence

## Cost of Poor Culture:

Absenteeism	↑ 37%
Accidents	↑ 49%
Errors	↑ 60%
Productivity	↓ 18%
Profitability	↓ 37%
Share Price	↓ 65%

Source: HBR

# Check on Values

NAME	BE HUMBL Y CONFIDENT	GROW OR DIE	HELP FIRST	DO THE RIGHT THING	DO WHAT YOU SAY
JOHN SMITH	+	+	+	+	+
SALLY JONES	-	-	-	-	-
GEORGE WILSON	+/-	+/-	+/-	+/-	+/-

# Develop and Drive Strategy







**OVER THERE**

**FAR AWAY**

**NO IDEA**

**DON'T KNOW**

**??**

**NOWHERE**

**SOMEWHERE**

**NOT SURE**

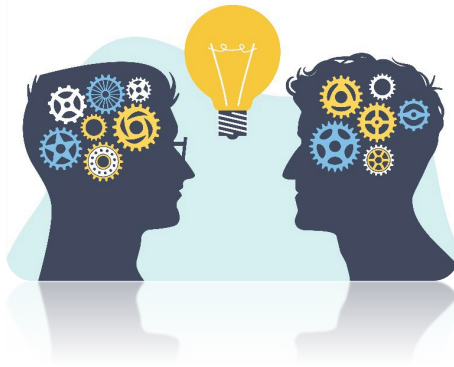
**UNCERTAIN**

**DISTANT**





Develop Leader Insight



Be Self-Aware



Master the Art of Influence

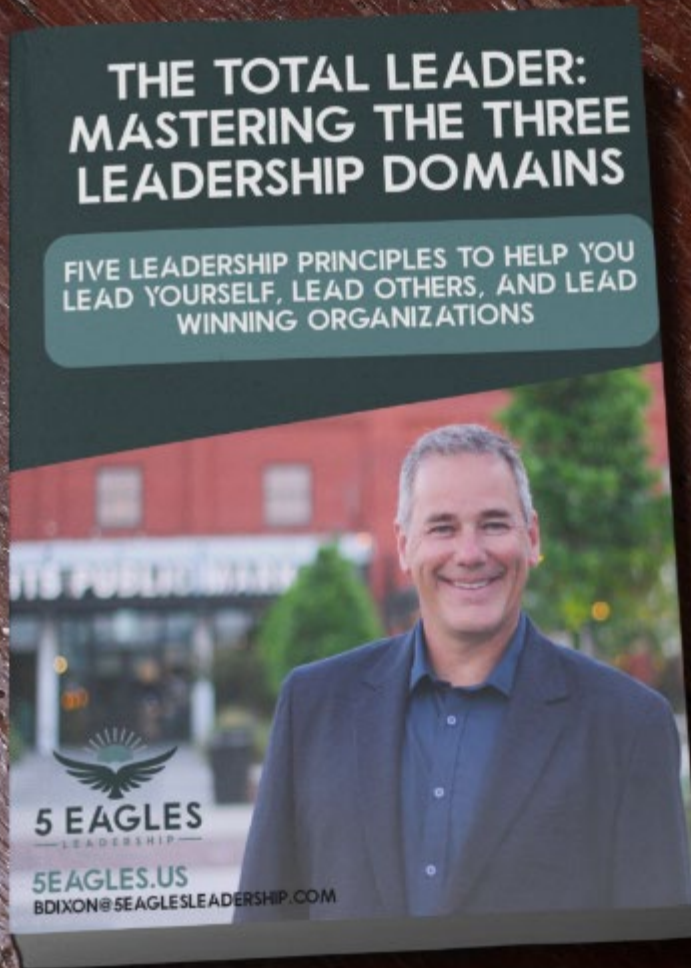


Lead Through Culture



Develop and Drive Strategy





# Questions or Feedback?

As a thank-you for your feedback I am offering a free copy of my E-Book, "The Total Leader"

