

THINK Strong...ACT Strong...FINISH Strong



*Marketing Your Leadership
and Transferable Skills*



James A. Ondrus

Stark State Stark

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www.jaondrusllc.com



MILLER'S
HACIENDA

MARY ANNE'S FARM

J.A.M.

SOUTH BAY

QUART

79
Miller, az

CIBOLA

T-RAMP

Blue Balls



I'M SURE GLAD
THE PROBLEM'S NOT
IN OUR END OF THE
BOAT!

SILO

The Future Ain't What it Used to Be!!!!

- Yogi Berra



A person that is successful is someone that is willing to do that which the unsuccessful person is not willing to do!

- Know the industry and the company that you are going

A Few of My Key Thoughts on Leadership and Communication



Be clear on what you want and what you are willing to pay for it!



Like attracts Like - Choose your advisors wisely?



Self examination and self education are critical



We are going to take some time to examine a few of our lenses. Give some thought to how these lenses impact your thought process!

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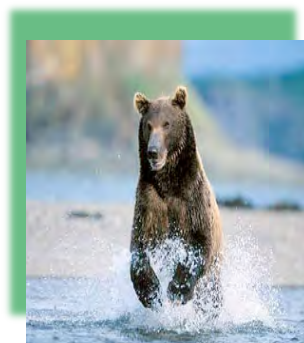


What are your insights from the Video?

How can you apply these insights to Marketing your Leadership and Transferable Skills?

What comes to mind when I say the word B...?





Selective Perception

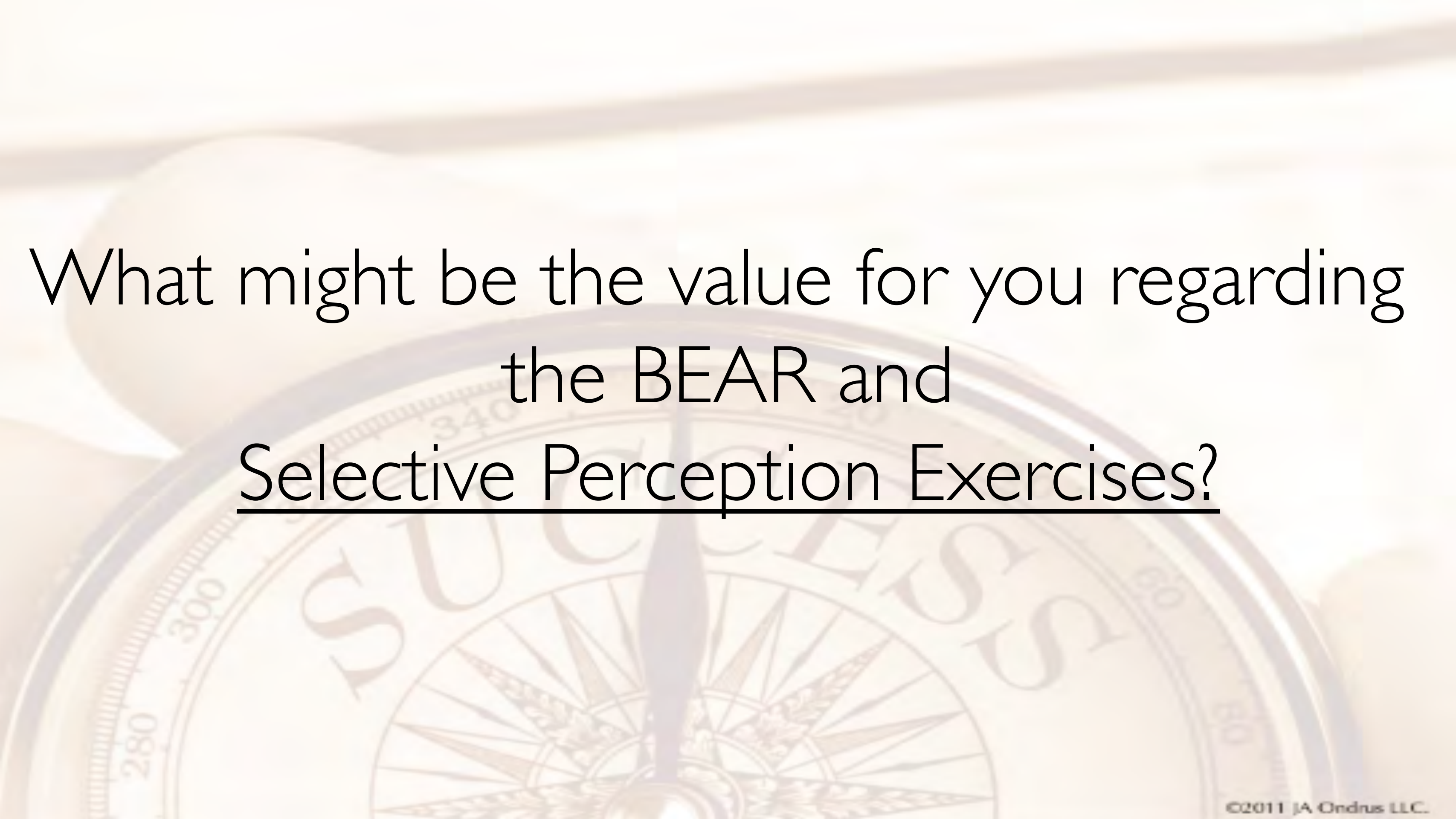




What did you see?

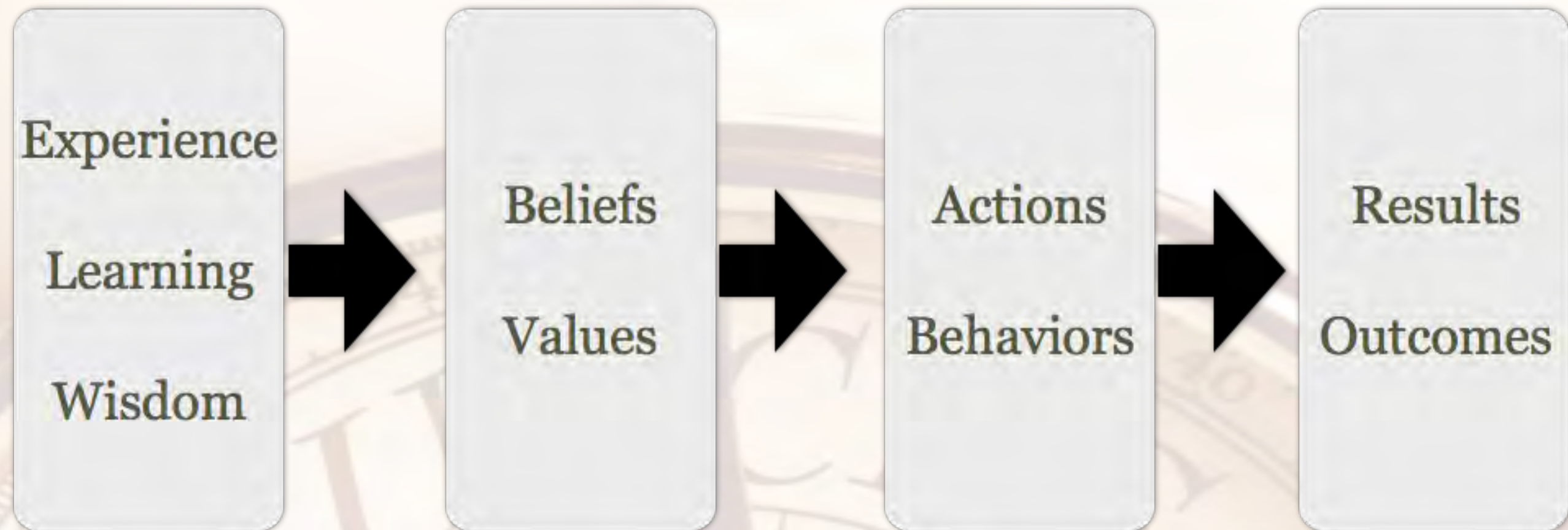






What might be the value for you regarding
the BEAR and
Selective Perception Exercises?

Thought Process



Arm Wrestle Exercise



Arm Wrestle Exercise Rules:

- We are going to play a game.
- The object of the game is to win!
- The way you win is to score the most points
- The way you score the most points is.....
- TAKE ACCOUNTABILITY FOR YOUR SAFETY!
- We will all start the exercise at the same time
- I will let you know when the game is complete
- We will discuss your results after the game is complete

A strongly held belief in many situations is that: In order for me to win...



...someone has to LOSE!

If I cause one of my stakeholders, associates or friends to lose...



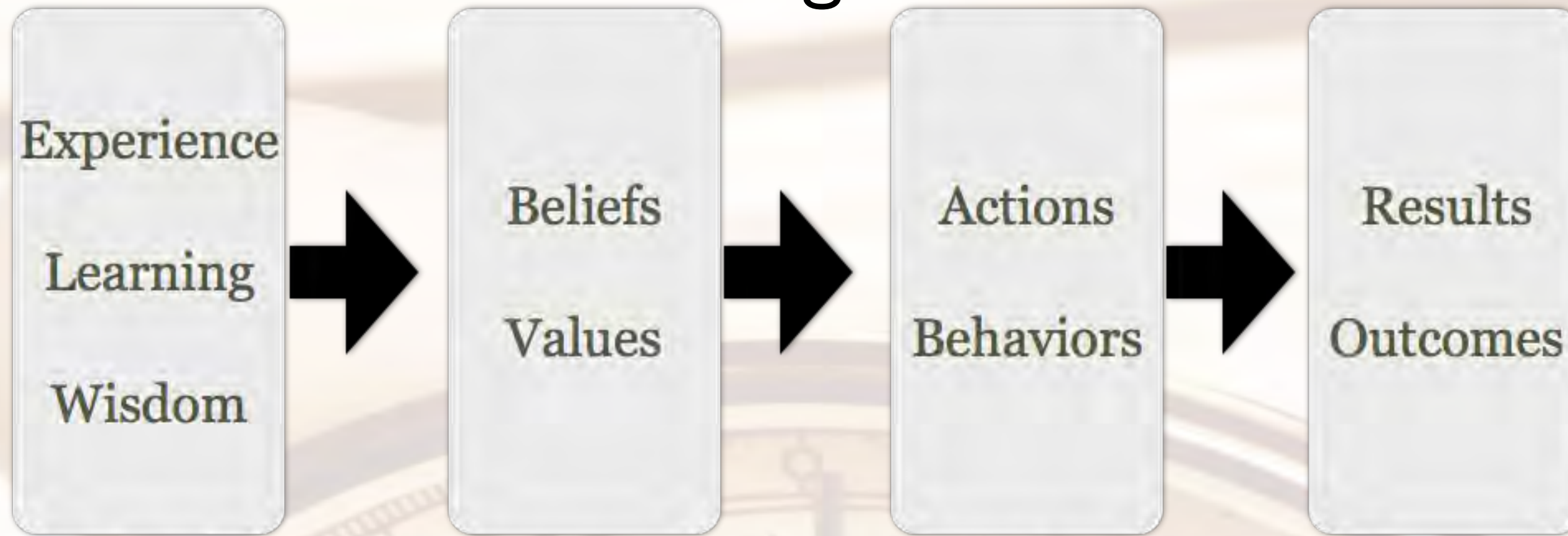
...we can all LOSE!

What are your insights from the Arm Wrestle Exercise?

What did it take to win?

How can you apply those insights to you and your job?

Thought Process



The last time
that I shared a
creative idea,
that person
took credit for
it with our
boss

People are
out to steal
my ideas
and
information

I don't share
information
with others
in my
department

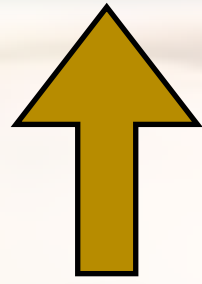
Information
is not
shared, and
we do not
build on a
creative
solution

Mood Elevator





High Quality Moods



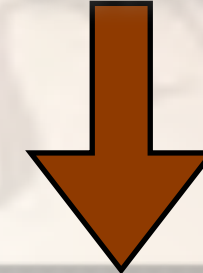
UP

- **Excitement**
- **Passion**
- **Confidence**
- **Gratitude**
- **Contentment**
- **Patience**



- **Impatience**
- **Boredom**
- **Dissatisfaction**
- **Fear**
- **Despair**
- **Anger**

DOWN



Low Quality Moods

One day, not so long ago, a young traveler was walking down a path and came across a more mature and clearly, very focused man, laying bricks.

“What are you up to today, sir?” the traveler wondered aloud. *“I am layin’ bricks,”* politely responded the man.



Having received an obvious answer to his obvious question, our traveler continued on his journey, only to come across another bricklayer.

“What are you doing here today,” he asked again. *“I am building a wall, which will be exactly 8 ½ feet tall and curve around to the left when it gets to the corner.”*



“Wow,” he thought to himself as he moved on, that was a little different answer. Not yet finished with his inquiry, he walked a bit further only to stumble upon another bricklayer.

“What-cha doin’?” *“Well, my friend. I am building a cathedral where thousands will come to worship.”*



What are your insights from the Mood Elevator Concept?

How can you apply those insights to you Marketing and your Leadership and Transferable Skills?

Coaching & Feedback



Coaching & Feedback Roles

- New Employee
- Employer
- Round One – Silence
- Round Two – Negative – What is not working
- Round Three – Happy/Smiley – Not relevant
- Round 4 Coach

What are your insights from the Coaching & Feedback Concept?

How can you apply those insights to you Marketing your Leadership and Transferable Skills?

Questions & Answers

