



Week Ten Leadership Tool

★★★★★

160 Minutes w/ Friedman

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Product Description

Week 10 - New Tool Added and Thoughts Before Use

- Past Principles:
 - Model the way
 - Inspire a shared vision
 - Challenge the process
- Enable people
 - Build trust and make sure others feel valued
 - Develop other leaders' skills and abilities
 - Enable doesn't mean delegate → contrary because we normally like doing things ourselves
- 3 types of people in this world
 - Jazzed - top 10%
 - Arrive early, leave late
 - Jobbers - middle 80%
 - Go through the motions
 - Jaded - bottom 10%
 - Arrive late leave early
- Let others do things in a way that evokes pleasure = key to enabling
- Don't always control others action
- DONT ask a question unless you have already thought about it
- Always have 3 option for an answer
- Grow
 - Goal → agree on topic
 - Reality → self assessment, offer feedback
 - Options → cover all suggestions + options
 - Wrap up → commit to action
- WIDAW = when in doubt ask why? Tell me more?

Tool Description

This week 10 tool helps me understand how to enable others to work toward a common goal through not controlling them but allowing them to do their thing. This tool also shows me the groups in society and to be Jazzed. Furthermore, this tool helps me understand how to grow as a person through feedback and committing to actionable change.

Customer Reviews

★★★★★ Using Week 10 Leadership Tool – Thought

Verified Student

Enable doesn't mean delegate

Thought about how I like doing everything myself and getting it done the way I want to.

★★★★★ Using Week 10 Leadership Tool – Thought

Verified Student

Don't always control others action

Thought about how I normally give step by step action when giving advice.

★★★★★ Virtual Assistant Enablement

Verified Student

Virtual Assistant Enablement:

● I have had a virtual assistant from the Philippines who runs my eBay stores for a while now. When I first trained him, I told him exactly what to do, and everything was down to a step-by-step science. One thing in particular was the accounting spreadsheet.

● This spreadsheet was a template I had been using for a while, and I liked it; however, my virtual assistant decided to change it (without permission) by making it more colorful and converting it into an actual table. I really didn't like this at first since it was different. It turns out though the reason why he did it was so it was easier for him to read and understand. I have now realized that's the way he wants to do it, so I need to respect that, and as long as the same result is achieved, I shouldn't interfere.

	Date	Ebay Order No.	Source Order No.	Card Used	Source From	Sourcing Price	Gross Selling
1	2/1/2025	24-12651-90154	113-8448353-4062668	2589	Amazon 2	\$9.89	\$19.79
2	2/1/2025	13-12651-65951	113-3874172-7262620	2589	Amazon 2	\$12.76	\$20.00
3	2/1/2025	24-12653-71935	113-5770638-0047458	2589	Amazon 2	\$28.99	\$52.19
4	2/1/2025	10-12655-97442	112-6905030-8404264	2589	Amazon 1	\$12.35	\$22.49
5	2/1/2025	02-12665-71261	112-2640849-7683434	2589	Amazon 1	\$14.39	\$23.39
6	2/1/2025	18-12647-00328	112-4521897-5656234	2589	Amazon 1	\$15.98	\$21.53
7	2/1/2025	08-12658-90873	111-8069536-4489049	9663	Amazon 3	\$20.94	\$30.69
8	2/1/2025	14-12649-37298	111-1902506-6672200	9663	Amazon 3	\$24.89	\$59.97
9	2/1/2025	22-12643-36389	111-1126496-6262609	9663	Amazon 3	\$64.22	\$107.97

Column 1	Ebay Order No.	Source Order No.	Card Used	Source From	Shop	Sourcing Price	Gross Selling Price
7/1/2025	02-13279-07586	113-7760806-5857845	2589	amazon	goods and good	\$21.64	\$35.99
7/1/2025	06-13273-94794	113-6157676-7689006	2589	amazon	goods and good	RETURN	RETURN
7/1/2025	01-13281-86413	113-2384060-7009826	2589	amazon	goods and good	\$10.99	\$19.79
7/1/2025	03-13278-95137	113-1384549-6535417	2589	amazon	goods and good	\$12.99	\$23.39
7/1/2025	23-13253-45604	113-6407431-9045846	2589	amazon	goods and good	\$32.49	\$40.49
7/1/2025	08-13273-21409	113-4823764-9269816	9663	amazon	good and goods	\$20.95	\$35.99
7/1/2025	01-13283-07821	113-7804415-4652220	9663	amazon	good and goods	\$24.99	\$31.49
7/1/2025	16-13261-36581	112-1146000-8068207	2589	amazon	everydayessentials	\$24.99	\$35.07
7/1/2025	04-13278-16764	112-3363781-5060238	9663	amazon	everydayessentials	\$14.97	\$28.77
7/1/2025	10-13271-05354	113-1330487-5503463	2589	amazon	goods and good	\$25.97	\$46.79

Customer image

Customers say

This tool allowed me to understand the importance of enablement. You shouldn't always force people inside of your box and tell them exactly how to do things. Everyone has their own preferences, just like you, so it's important you let them act on that. In the future, I will be more reluctant to criticize my employees when they do something different than the norm.