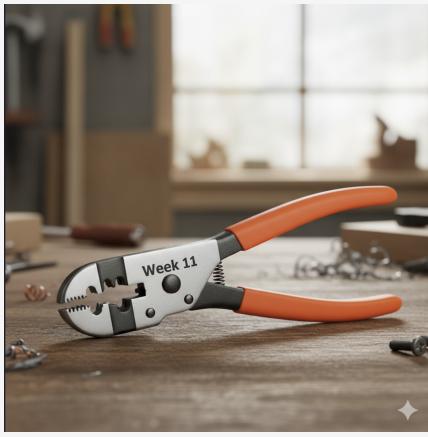


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Week Eleven Leadership Tool



160 Minutes w/ Friedman

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Product Description

Week 11 - New Tool Added and Thoughts Before Use

- Last Leadership principle → Encourage the Heart
- We recognize the people in our lives who have made an impact, more than famous people who have never connected with us
- Recognize contribution → by sharing appreciation for individual excellence
- You need different leadership styles for different people:
 - Pat on the back
 - Kicked in the ass
 - Left alone
- Lollipop moment = time when someone made a big impact on you and encouraged you to do something
- Set the Example
- Start the morning by encouraging yourself
- Then encourage others
- Genuinely care about others
- Communications creates credibility → cornerstone of leadership

Tool Description

This week 11 tool helps me understand the last leadership principle of encouraging others. It lets me know that you have to appreciate others and tailor the right leadership method to the person you're dealing with. It also allows me to realize the importance of setting a good example. Furthermore, this tool highlights the importance of having credibility as a leader and how good communication creates that.

Customer Reviews

★★★★★ Using Week 11 Leadership Tool – Thought

Verified Student

Left alone

Thought about how I am more of this person. I would rather have time to myself and get stuff done.

★★★★★ Lollipop Moment

Verified Student

Lollipop Moment:

- This lollipop idea made me think a lot about big moments in my life that shaped who I am today, as well as the actions I took. A lot comes to mind, but one that is the most important happened last spring.
- At the time, I had come up with a business idea. It was an eBay automation software. During this time, I was in an entrepreneurship club and became close with a couple of people in the club. I told them about my business idea since we always worked with each other on schoolwork and stuff, so I saw them a lot. One of the kids I was close with was a computer science major and was willing to code the project. My goal was to work with him on the business, maybe give him a small percentage of equity. He even mentioned to me that he was glad to be working with me on this innovative project.
- One day he brought up the idea of working with someone else who could "help get clients and make it professional." This boy was actually a good friend of mine in school but did not know anything about dropshipping or software. I said ok, because I thought extra help would be good and I trusted this friend.
- A little while after that, I found out that both of the guys had a secret meeting to discuss ownership, without me. They wanted to decide ownership for my business behind my back. What made it worse is that they decided that they were going to be majority owners.
- After I confronted these two about it, they offered me a business deal to be able to sell the software. The equity breakdown was 30% to me, 40% to the coder, and 30% to the other non-coder guy. This was disappointing because I knew I deserved more - it was my idea! We eventually went back and forth, and I was negotiating with them, and they bumped my percentage up to 40%. I knew this was still unfair, but I was willing to say yes since I felt trapped and didn't know if I could do it on my own.
- That night, when I was finally about to say yes, I gave my dad a call. I was crying my eyes out, not knowing what to do. My dad then said something that would give me a clear decision. He told me how he believed in me and how I was the smartest and most hard working person he knows, and that he knows I can do it on my own without these guys. After I hung up the phone, I told the two guys the deal was off.
- Fast forward to today, I have successfully found my own developer and my eBay software has been coded - and it's even better than before. I now have my own website and beta testers to validate the product. I am very close to going to market. The best decision I ever made.

Customers say

This tool allowed me to understand the importance of encouragement. It made me think of a time when encouragement meant the world to me and led me to the position I'm in today. Encouragement can be life-altering and is something I need to think more about doing for other people. My brother is someone who is very smart but maybe lacks the confidence to do great things. I think he could use it.