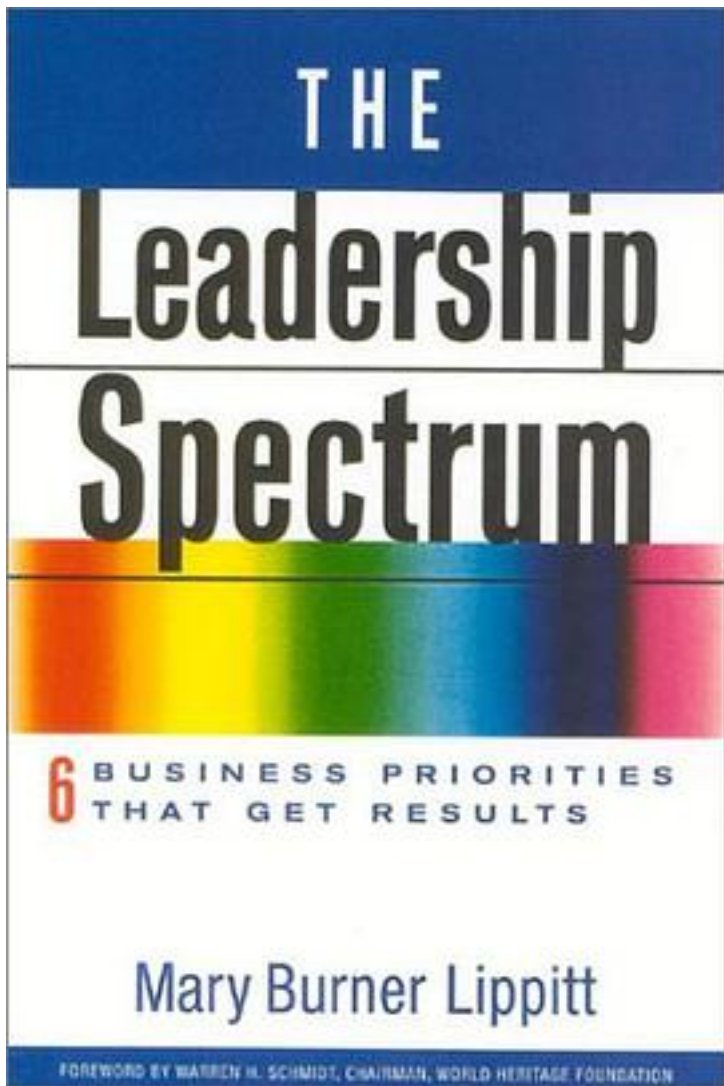


The Leadership Spectrum



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Results matter! Now, using the strategies provided in this text, leaders can achieve the right results at the right time in today's fluid, fast-changing business environment. Through this proven, priority-based framework, they learn what, when, where, and how to shift gears throughout the organization's cycle and avoid being blindsided by sticking with one priority when it's time to refocus. Flexibility is the key. These leadership strategies recognize six ways to obtain results: inventors concentrate on new products or services; catalysts focus on customers; developers create supportive infrastructure; performers uncover efficiencies and build quality; protectors maintain the culture and competencies for success; and challengers seize the future. Business leaders must recognize and balance these six cycle priorities, preferences and ways of obtaining results, observing where the organization is within its cycle and which priority dominates. Leaders can then redirect resources to correct cycle imbalances and maintain momentum. They must also be aware of, and be prepared to deal with, the critical issues in each stage. Examples, anecdotes, questions, priority "tendencies", and lists of strengths and liabilities help leaders bring new priorities into the mix, refocus and take action. Check out which mode of the "leadership spectrum" tops the agenda - then learn the steps to align those priorities.

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