

PARADOX[™]
STRATEGIES



Greatness At Hand

BEING THE BOSS **INSIGHTS** FOR LEADING IN A CRISIS + A **MOBILE APP** *SNEAK PEEK*

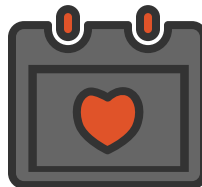
A webinar with Harvard Business School Professor Linda Hill,
author of the widely acclaimed management classic
Being the Boss: The 3 Imperatives for Becoming a Great Leader
(check out the book on Amazon)

Webinar **highlights** & **takeaways**

Presented **09.14.20** by Advantage Performance Group



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Leading in a crisis brings with it **challenges** but also **opportunities**. Join **Harvard Business School Professor Linda Hill**, author of the widely acclaimed management classic, *Being the Boss: The 3 Imperatives for Becoming a Great Leader*, as she describes **critical best practices you can act on now** for managing yourself, managing your network, and managing your team.

Find out why it's important to **make space for helping yourself first** so that you can help your organization move forward in the midst of the most disruptive business climate of our time.

The webinar originally held on 09.14.20 concludes with a sneak peek of a new **mobile learning journey** being released soon for leaders that's based on her book, followed by a Q&A session.

New!

Experience Linda Hill's insights from the webinar via ***Giide*** - an auditory learning journey:

The 1st Imperative for
Becoming a Great Leader:
Managing Yourself (Part 1 of 3)



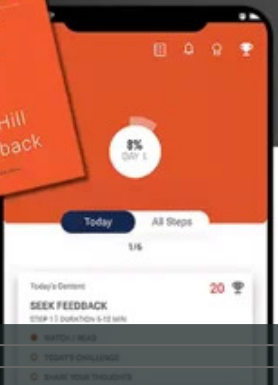
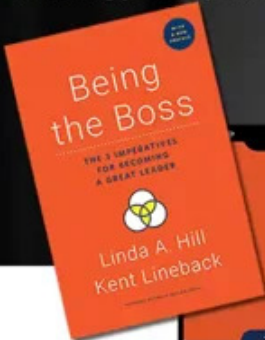


Webinar replay

PowerPoint Slide Show - [20200802 Being the Boss 9.14 Version 12-RON-LAH FIXED TITLES.pptx] - PowerPoint

Greatness At Hand

Being the Boss insights for leading in a crisis
+ learning journey sneak peek



To participate, please use these buttons on your Zoom toolbar. In CHAT, please send to ALL PANELISTS AND ATTENDEES.

Welcome and Introductions

- **Jonathan Hodge**, president and CEO, Advantage Performance Group

Presenters

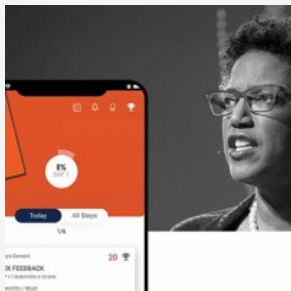
- **Dr. Linda A. Hill**, Harvard Business School professor, author of *Being the Boss*, and founding partner, Paradox Strategies
- **Richard Hodge**, learning journey developer, Advantage and 1st90
- **Paul Middleton**, co-founder and CEO, 1st90


59:31


Slide 1 of 33


Advantage



Audio highlights






[Advantage Performance Group](#)
09.14.20 - 00 - Jonathan Hodge, Advantage CEO - Welcome





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
 Advantage Performance Group - 09.14.20 - 00 - Jonathan Hodge, Advantage CEO - Welcome  3


 Advantage Performance Group - 09.14.20 - 01 - Linda Hill Intro and the 1st Imperative: You Are An Instrument - Abu Dhabi ...  2


 Advantage Performance Group - 09.14.20 - 02 - The 2nd-3rd Imperatives - Interconnected - UN Story


 Advantage Performance Group - 09.14.20 - 03 - Managing Your Network - A missed opportunity to become CEO

 Advantage Performance Group - 09.14.20 - 04 - Managing Yourself - Questions and Common Derailers

 Advantage Performance Group - 09.14.20 - 05 - Managing Yourself - High-Potential Issues

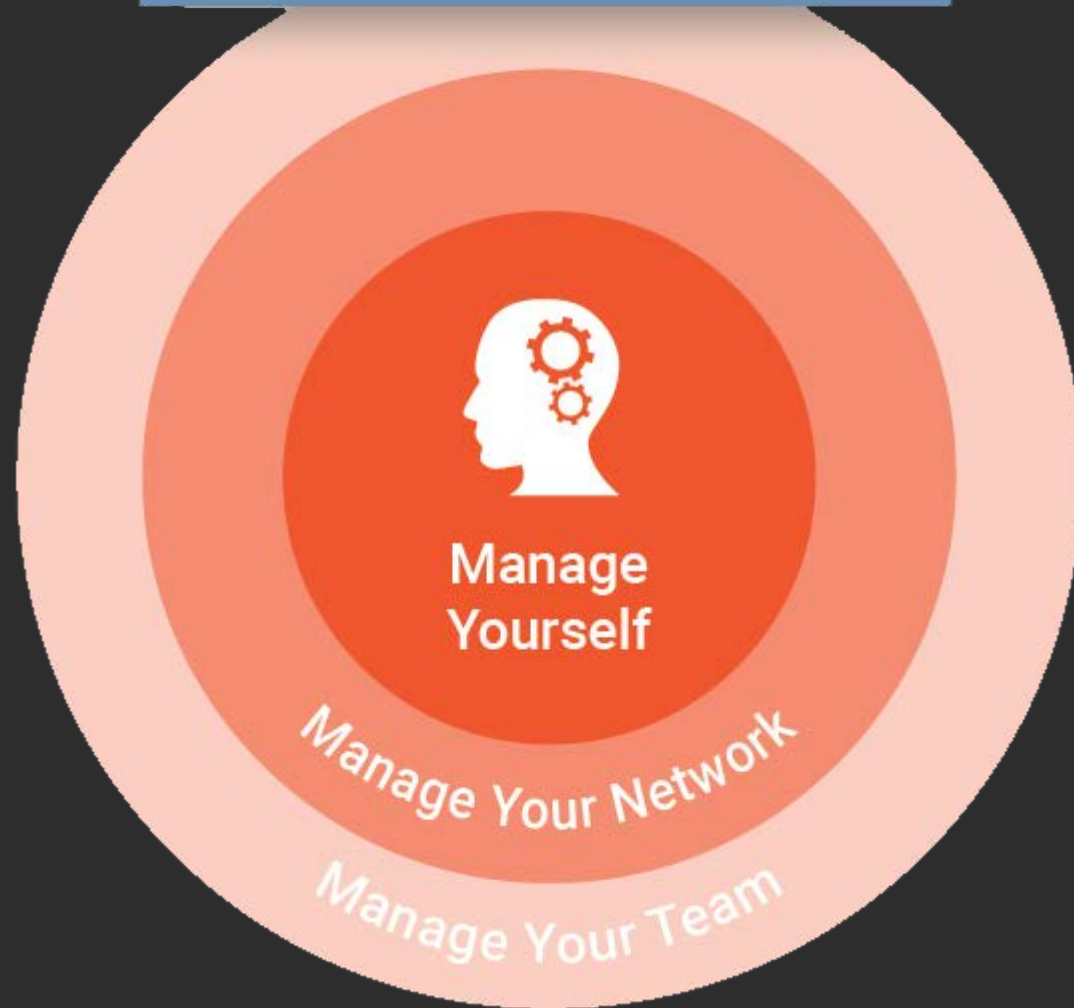
 Advantage Performance Group - 09.14.20 - 06 - Managing Yourself - Traps and Trust

 Advantage Performance Group - 09.14.20 - 07 - Managing Yourself - Building Trust NOW

 Advantage Performance Group
Being the Boss webinar with Harvard Professor Linda Hill

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The 3 Imperatives



Manage **YOURSELF**





The 3 Imperatives Mini Self-Assessment

1. I avoid the traps of **authority** and **friendship**.
2. People **trust** me.
3. I proactively build and maintain **relationships** with those who my team depends on.
4. I actively **help others** in my networks to achieve their goals.
5. My **team** is capable of learning and adapting together.
6. I deal with individual and team performance issues **quickly**.

- Become self-aware and build emotional connections with others
- Build trust
- Share authority often and generously
- Become a powerful advocate for your team



Manage **YOUR NETWORK**



- Understand how your organization really **works**
- Avoid being a **powerless** boss
- Expand your web of **influence**
- Create a powerful **coalition** with your boss



Manage **YOUR TEAM**



- **Align** your team with your organization's purpose
- Establish a **"we" culture** and clarify your team's **rules of engagement**
- **Leverage** your team's strengths
- **Develop** your team, both as a group and as individuals





COVID-19

On the front lines of leadership

An incredible story where theory meets practice:

Leading Through the Fog of the COVID-19 Pandemic

A multimedia case study by Linda Hill

PRE-WORK



Assessment

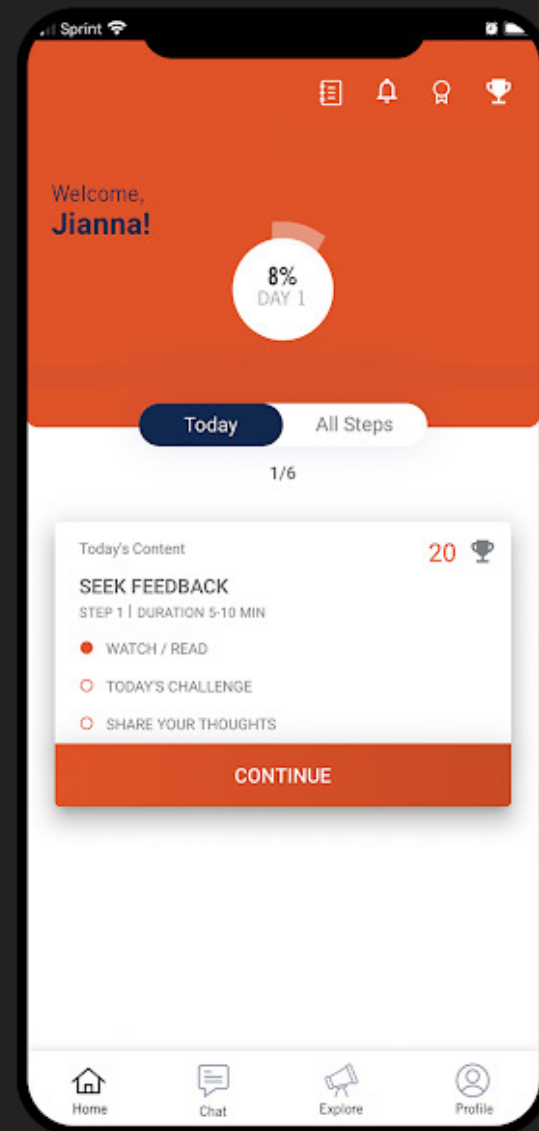
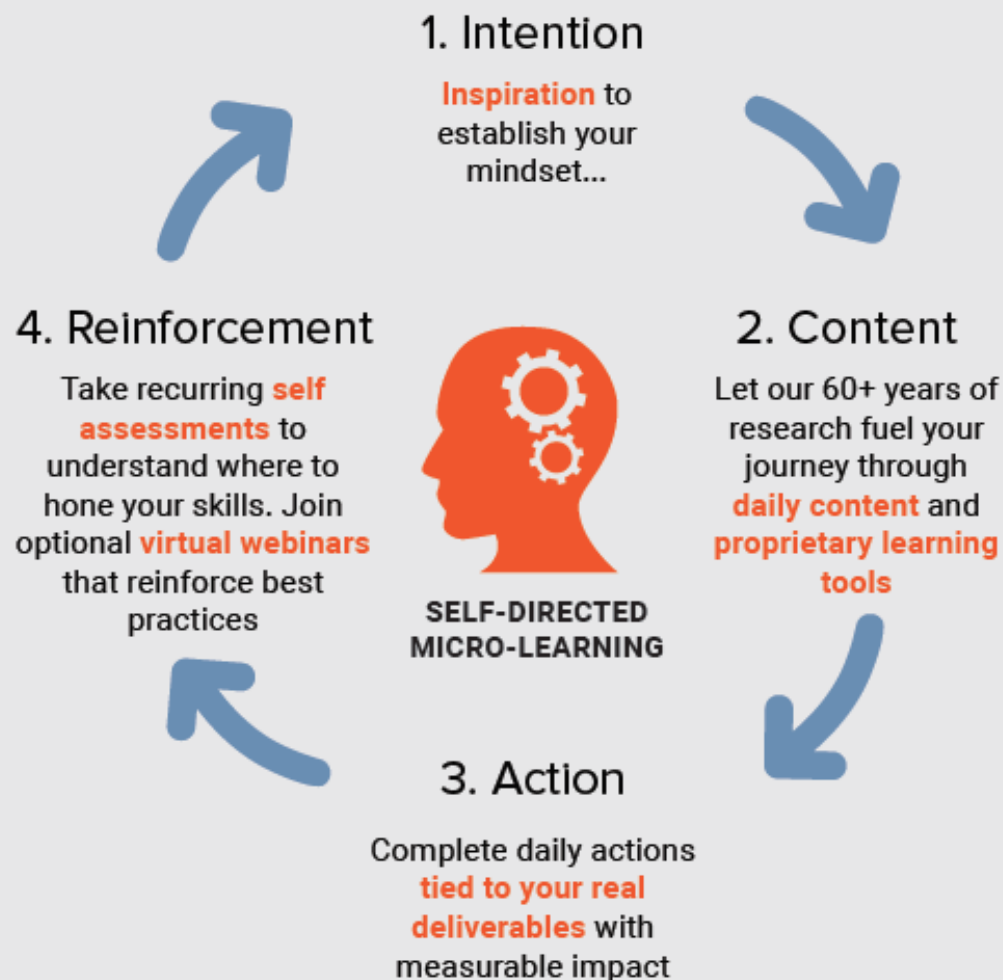
Begin with a **pre-work assessment** to see where you stand relative to The 3 Imperatives of great leadership



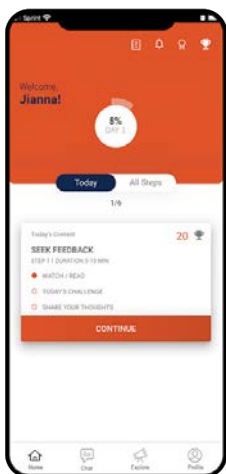
Virtual Training

Attend a virtually facilitated, highly **interactive training session** that introduces the research behind The 3 Imperatives & the 8 Paradoxes of management

THE BEING THE BOSS PROCESS



NEXT STEPS



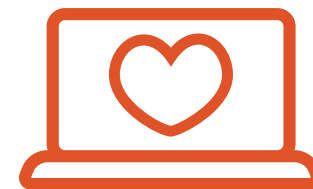
***Being the Boss* mobile app and learning journey**

Try a free 3-step demo of the new mobile app in development now based on Professor Linda Hill's widely acclaimed management classic. Apply now for access (*coming soon*): **apg1.us/BTB-demo**

More webinar replays and takeaways

Pivoting Together in Challenging Times

apg1.us/pivot



"Leadership is about **using yourself as an instrument** to get things done. It can be learned, but only if you are willing and able to engage in **serious self-development.**"

Linda
Hill

Thank you for joining us!

A webinar **09.14.20** with

PROFESSOR/AUTHOR LINDA HILL

Webinar schedule: [**apg1.us/pivot**](http://apg1.us/pivot)

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