



5 Traits to Build Your Entrepreneurial Leadership Now

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Trait 1: Agility

Skill: Experimentation

Elements of an experiment:

- Know what you want to learn
- Create a clear test methodology
- Run the process
- Analyze the results and share widely

Trait 2: Risk Tolerance

Skill: Small Steps

Three tips for you and your team:

- Try a new way of approaching a problem
- Set a bigger goal that you're used to
- Try a new skill

Trait 3: Resilience

Skill: Building Productive Self-Talk

Self-observation for you and your team:

- What do I tell myself when things go wrong?
- What could I tell myself instead?
- What's my learning trigger? (How will I remember?)

Trait 4: Salesmanship

Skill: Empathy

Putting yourself in the other person's shoes can make you more persuasive:

- Listen to what people say as a clue to their priorities
- Ask people about their goals and also how they are feeling
- Practice asserting someone else's point of view to get into their mindset

Trait 5: Initiative & Ownership

Skill: Coaching - Initiative & Ownership

Coaching skills to build:

- Lead with curiosity
- Ask don't tell (tell me more)
- End with clarity (who will do what by when?)