

TML Leadership Academy

Course Two: Ethical and Influential Leadership



Leading Your Team to Maximum Performance

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Do your people understand the six stages of a crisis?

Do your leaders recognize the stage their people are in, and do they react appropriately?

Are your leaders leading, or just hoping for the right outcomes?

- Understand the six stages of any change, challenge, or crisis.
- Implement the five ways to P.I.V.O.T. through the crisis.
- Use the seven leadership reminders to lead out of a crisis.

In order to successfully lead people through and out of a crisis, first, we have to understand the 6 stages of the crisis. Based on her Navy experiences during the first and second Gulf Wars and 9-11, Commander Mary Kelly articulates the reactions of people in various stages of change, challenge, or crisis.

As effective leaders, we have to be able to help our people P.I.V.O.T. through the crisis, by renewing their sense of purpose, influencing and inspiring others to take the right action, assessing the volatility levels, seeing the opportunities, providing the right tools, techniques, and technology that allow people to succeed. Then we can apply Mary's seven leadership reminders, using the acronym C.L.A.M.P.E.R. so that we are providing the right response to the right people at the right time to achieve the right outcomes.

Dr. Mary Kelly is a graduate of the US Naval Academy, and she served 21 years on active duty as an intelligence and a logistics officer, mostly in Asia. She earned a PhD in economics, and she taught at the Naval Academy, the Air Force Academy, and in the graduate school for Colorado State University.

Author of 15 business and leadership books including The Five Minute Leadership Guide, 15 Ways to Grow Your Business in Every Economy, Money Smart, Why Leaders Fail and the 7 Prescriptions for Success, 5-Minutes Per Week, and 52 Weeks to Building a Better Business, and Who Comes Next? Leadership Succession Planning Made Easy, Mary is usually found around dogs and wine.