



## HOW TO BECOME NO. 1

*At the top of companies, a subtle sorting process reveals who might become leading players and who won't. Here are many of the characteristics which elite leaders demonstrate in order to get to the top.*

### DRIVING THE BUSINESS PERFORMANCE

- **Ambition**
  - always stretching goals
- **Championing Causes**
  - leading from the front to initiate change
- **Effortless Success**
  - always have time for big priorities; never rattled or on edge

### TEAM LEADERSHIP

- **Champions Talent**
  - personally ensures top talent is developed
- **Inspires Followership**
  - Emotionally engages and wins hearts and minds
- **Humility**
  - Team-oriented and not self-serving
- **Manages Differences**
  - embraces a wide range of colleague styles and approaches
- **Empathic**
  - listens to understand
- **Style Flexibility**
  - manages people differently

### JUDGEMENT

- **Gravitas**
  - balanced views embracing alternative perspectives
- **Conceptual Thinking**
  - ability to embrace broad questions and make unexpected connections
- **Organisational Savvy**
  - understands how political influences shape decisions

### SHAPING STRATEGY

- **Market Awareness**
  - knows the competition and understands market standards
- **Curiosity**
  - wants to find out about best practices
- **Thought Leadership**
  - Constantly presents new well thought-out ideas to the business

### IMPACT

- **Self-Belief**
  - Prepared to embrace up-front roles
- **Charisma**
  - doesn't take self too seriously; not status conscious; fun to work with
- **Emotional Maturity**
  - resilient and able to bounce back from set-backs
- **Trust**
  - consistent and value-led
- **Incremental Influence**
  - understands the need to progress at different speeds
- **Audience Adaptability**
  - ability to meet needs of different audience groups