

The Face of Entrepreneurial Leadership

As corporate businesses are adjusting to changing times and executives are being let go, they're faced with: joining another corporate firm, working for a smaller business, retiring early or starting a business. Many are choosing an entrepreneurial track. So here are the top leader skills you'll need to move from being an executive to becoming an entrepreneur.

L = Lifelong Learner

Leaders stay in "learning mode"; they keep up-to-date. They never stop growing. If they don't know something, they don't pretend that they do; they get the information they need. According to American Express, women are more likely to seek business advice (69%) than men (47%).

E = Effective and Efficient

Leaders manage themselves and their time well. They provide clear communication and coaching to develop their people. Knowing which staff members to weed out for maintaining high standards leads to placing people where their individual strengths can make the greatest contribution.

A = Action-Oriented

Entrepreneurial leaders, in particular, need to be more action-oriented than process-driven. The good ones possess initiative, know when to reflect and when to move forward. They don't just sit back and wait. They're comfortable following guidelines and don't need much structure.

D = Dependability

Leaders keep their commitments others. They take responsibility with an attitude of: "the buck stops here." They don't blame others or sweep issues under the rug. Their words and actions are congruent and therefore they instill respect and trust.

E = Enthusiasm

Leaders are self-motivated and have a keen sense of mission. They see greater potential in themselves, their staff, and in their business. Their enthusiasm is contagious and motivates others to join them in support of a greater vision. They understand the power of being genuine and likable to elicit cooperation.

R = Responsive

Dynamic leaders are responsive and collaborative, not just with their clients but also with their co-workers. They listen and acknowledge before presenting their ideas. They know that

delaying too long will seem dismissive and can potentially become a breeding ground for future conflict.

S = Self-Directed

Leaders must be willing to initiate action in the face of a changing business climate. They need to be flexible in order to handle multiple issues at once. Entrepreneurial leaders can sometimes be too self-directed when they fail to get the input of others. Balancing autonomy with collaboration yields richer results.

H = Honoring and Respectful

True leaders have high self-esteem and a deep respect for others; thus making them capable of honoring opinions that differ from their own. Here's famous quote that comes to mind. "There is no need for any individual to have a computer in their home." [In 1977 by Ken Olson, Digital Equipment's President]. Obviously, Bill Gates had an entirely different vision!

I = Integrity

Modern leaders understand that building credibility is essential to their long-term success. They set high standards and keep their promises. They get that the title of leader is meaningless without being a consistent role model. True leaders adhere to doing "what's right" for the company and for the employees even if it causes personal difficulties.

P = Perceptive

To be perceptive, leaders need emotional intelligence (EQ). Gone are the days when a person's technical abilities outweighed interpersonal skills. Learn to quickly identify what kind of direction and/or support others need to reach their next level of success. This way, newcomers get the extra attention they need upfront - when they need it the most.

The best of success to you!

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The Savvy Success Coach

P. S. Please visit my new Savvy Success Strategies page on Facebook:

<http://companies.to/savvysuccessstrategies>

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and you'd like to have more support in implementing them to grow your business or yourself

OR you've had similar ideas, but can't seem to get beyond your barriers or blind spots, you could benefit from 1:1 or group Savvy Success Strategies coaching.

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