Meet the Moment

Leadership is leading an expedition through changing terrain



TRUST

"I've got you"

THE CHARTER

What behaviours do we invite in? What behaviours do we count on from one another?

USER MANUAL

Share your preferences to collaborate better. Click **here** to create your user manual and share it with your team.

LEADERSHIP BRAND

What can people count on you for? What strength do you want to turn up in this next chapter?

PURPOSE

"Here's where we're going and why"

LEVELS OF LISTENING

Move from hearing to true understanding.

INTERNAL
Am I waiting to speak? Am I making assumptions?

FOCUSED
How can my body language show I'm listening with full attention?

GLOBAL
Where are they hesitating? What else is influencing the conversation?

COLLABORATIVE
How can I help them go deeper? Ask: What else? Why now?

MOMENTUM

"Let's move"

3S STORYTELLING

1. Study your stakeholders
2. Build the story
3. Envision success

STAKEHOLDER MAPPING

Sit in their seat. What matters to them? What might they resist? What do they need from you?

THE 3-STEP PITCH

What? → So what? → Now what?

BODY LANGUAGE

Pause before key points, keep your arms open & palms up to amplify your influence.

DESA GLOBAL LEADERSHIP | @leadwithtania | Tania DeSa | tania@desagloballeadership.com | desagloballeadership.com