SEVEN UNBREAKABLE RULES OF SOFTWARE LEADERSHIP
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Introduction

- My perspective
- Executive Roundtable discussions since 2002
- Executive Summits since 2004
- Increasing contact with exec’s up to C-level
- Personally relevant – my job at Construx for 20 years
No Shortage of Advice on Leadership

Define an Inspiring Vision
Be Prepared
Sharpen the saw
Delegate
Seek first to Understand; then to be understood
Create a team identity
Let other people take the credit
Don’t micromanage
Synergize
Show up on Time
Lead by Example
Begin with the end in mind
Find the Essence
Empower Your Staff
Think win-win or no deal
Overcommunicate the Vision
Communicate the Vision
Create organizational clarity
Build an Upside Down Pyramid
Tear Down Silos
Aim for the 70% Solution
Praise publicly; criticize privately
Build a team of leaders
NO SHORTAGE OF NUMBERED ADVICE ON LEADERSHIP ...
The One Minute Manager

Kenneth Blanchard, Ph.D.
Spencer Johnson, M.D.
Cognizant White Paper

Two-in-a-Box™ Relationship Model: Cognizant’s Global IT Services Delivery Edg

Executive Summary

Through a proprietary methodology called Two-in-a-Box™ (TIB) Relationship Model, Cognizant embeds personnel with demonstrated domain experience in the client organization to help drive IT strategy and ensure business alignment.

Not All Relationships Are Created Equally

It’s never been more critical to select the appropriate IT service provider to assist everything from applications development maintenance and testing, to infrastructure business process. The tendency among...
The FOUR OBSESSIONS of an EXTRAORDINARY EXECUTIVE

A LEADERSHIP FABLE
Level 5 Leadership
THE FIVE PRACTICES OF EXEMPLARY LEADERSHIP®

ENCOURAGE THE HEART

A Leadership Challenge Resource

CHALLENGE THE PROCESS

MODEL THE WAY

ENABLE OTHERS TO ACT

INSPIRE A SHARED VISION

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DISCOVER MORE AT: WWW.LEADERSHIPCHALLENGE.COM.
The Institute for Level Six Leadership is a management consulting firm specializing in leadership development committed to strengthening your most important resource—Human Capital—by enhancing individual and organizational performance. L6L provides one-on-one coaching, team coaching and customized organization learning projects.
The 7 Habits of Highly Effective People

Powerful Lessons in Personal Change

“A wonderful book that could change your life.”
—Tom Peters, bestselling author of In Search of Excellence

Stephen R. Covey
A NEW BREED OF LEADER

8 LEADERSHIP QUALITIES THAT MATTER MOST IN THE REAL WORLD

What Works, What Doesn’t, and Why
nine LESSONS of successful school leadership teams

Distilling a decade of innovation
United States Army 11 Leadership Principles

1. Be tactically and technically proficient
2. Know yourself and seek self-improvement
3. Know your soldiers and look out for their welfare
4. Keep your soldiers informed
5. Set the example
6. Employ your unit in accordance with its capabilities
7. Ensure the task is understood, supervised and accomplished
8. Train your soldiers as a team
9. Make sound and timely decisions
10. Develop a sense of responsibility in your subordinates
11. Seek responsibility and take responsibility for your actions
THE 12 LEADERSHIP PRINCIPLES OF DEAN SMITH
YOU GET THE IDEA ...
John C. Maxwell

Revised & Updated
10th Anniversary Edition

The 21 Irrefutable Laws of Leadership
THE SEVEN UNBREAKABLE RULES
#1

BE SURE YOU’RE GOING SOMEWHERE
Leadership vs. Management
Leadership = Leading Somewhere

Ezra Meeker
Define Where You’re Going, to Lead with the Heart

John C. Maxwell:
“You Must Win People’s Hearts Before You Win Their Minds”
Clear Destination
#2
TAKE RESPONSIBILITY
The Job Predictor
How Far Do You Take Take Responsibility?
Lead Both Up and Down
#3
MAKE DECISIONS IN THE FACE OF AMBIGUITY
Make Decisions
#4
PUT THE ORGANIZATION FIRST
Putting Organization First Involves Making Choices & Taking Responsibility
BE PASSIONATE ABOUT YOUR COMPANY’S BUSINESS
What’s Interesting About Your Business?
#6

BECOME A STUDENT OF COMMUNICATION
Become a Student of Communication

- Adapt Style to Audience
- Connection to other rules
  - Literal leadership
  - Take responsibility
  - Decisiveness
  - Passion
- Remember actually to do the communication
#7

TREAT YOUR STAFF AS VOLUNTEERS
Treat Your Staff as Volunteers
Why Treat Staff as Volunteers?

Total Number of Apps by App Store

Apple's App Store Is Growing by 1,000+ Apps a Day
Number of new apps submitted to Apple's App Store per month
Treat Your Staff as Volunteers
Treat Your Staff as Volunteers

- Predictably Irrational, Dan Ariely
  - “Chapter 4: Why we are happy to do things but not when we are paid to do them”
SUMMARY
The Unbreakable Rules—Summarized

- Be Sure You’re Going Somewhere
- Take Responsibility
- Make Decisions in the Face of Ambiguity
- Put the Organization First
- Be Passionate about Your Company’s Business
- Become a Student of Communication
- Treat Your Staff as Volunteers
Construx Software is committed to helping individuals and organizations improve their software effectiveness.

For information about our training and consulting services, contact stevemcc@construx.com.