

3 ACTS OF LEADERSHIP

An Introduction

How to elevate your leadership
one simple action at a time



LeadershipInActionSystem.com

The 3 Acts of Leadership: An Introduction

Hi, I'm Susan Mazza, and I am so glad you asked to learn more about the three Fundamental Acts of Leadership from the Leadership in Action System™, a proven method for elevating your leadership to the next level while increasing both your competence and confidence as a leader.

Now, whether you aspire to become a leader or are ready to take a bold leap in elevating your leadership to the next level, you are about to discover a simple way you can elevate your leadership through everyday actions. You can also apply this same approach to helping others to elevate their leadership as well.

You Can Begin Realizing Your Full Potential as a Leader TODAY!

You may have asked for this report because you want because you are curious about discovering a new, simpler way to grow as a leader.

And it's possible that at this moment you are feeling stuck or unsure of what you need to do to reach that next level, whatever that next level may look like for you.

You may even be feeling a bit resigned that you can't seem to make the difference you want to make or achieve that next level no matter what you do or how hard you try.

Perhaps you lack the confidence you need to speak up and step up in bolder ways. Or perhaps you understand what leadership is but struggle with translating the theory of leadership into practical actions you can take.

Regardless of your leadership challenge, consider that the key to elevating your leadership to the next level from wherever you're starting from is to take new action.

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In a moment I am going to introduce to you the three fundamental acts of leadership. But instead of talking about what leadership is in theory, we are going to talk about what leadership looks like in practice – in action. More specifically we will look at the kinds of actions you can take every day to increase both your confidence and your impact as a leader.

And while I can't promise you will achieve mastery from this short introduction, what I can promise is that you will instantly begin to recognize more opportunities for you to lead in the everyday moments where you can make the difference you want to make, and perhaps the difference ONLY YOU can make.

I've come to believe we have made leadership way too complicated. And while being a leader may not be easy, it can be simple. This simple approach to developing leaders is based on a fundamental belief that anyone can lead. In fact, I'll suggest that:

You don't have to be THE leader to be A leader.

Since my aha moment when I began to consider the question: How could I make committing an act of leadership as simple as committing an act of kindness?, I started paying close attention to what leadership looked like in action.

I observed people in many walks of life who were perceived as leaders and who were making a difference where they live and work.

I observed people with titles in positions of authority, as well as people without a title or positional authority, yet who were somehow leading anyway.

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In the process I realized I needed to define leadership, not in terms of leadership is, but rather by what leadership looks like in action.

So here's how I define leadership:

Leadership is speaking up, stepping up, and standing up to make a difference in something that matters to you and makes a difference for others.

Leadership is speaking up, stepping up, and standing up to make a difference in something that matters to you and makes a difference for others.

— Someone famous in *Source Title*

Which brings us to the 3 fundamental acts of leadership:

1. Speaking Up
2. Stepping Up
3. Standing Up

Let's dig in a bit and take a look at what each one of these actions looks like in practice.

1. Speaking Up

Let's start with speaking up since that is something you have likely already done in some area of your life or work. Speaking up as an act of leadership means to speak in service of OUR future.

There are three main dimensions of speaking up as an act of leadership. For introductory purposes I'm just going to cover the first one of them here.

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Leaders Speak to Make a Difference.

This one principle determines whether speaking up is an act of leadership or something else.

Speaking to make a difference is in contrast to other kinds of speaking up, such as speaking to prove a point, to be right, to make someone else wrong, to look good, or to pursue a self-serving agenda.

That is why in order to speak up effectively, you must first be clear about the difference you intend to make.

A great opportunity for you to speak up...

I'd venture a guess that you attend meetings, possibly even a lot of them. Now how many meetings did you attend that wasted your time and the time of others in just the last month?

Meetings actually offer an abundance of opportunities to Speak Up, even if it is only to make one specific difference – to use your time and the time of others more productively!

So with that commitment in mind, what could you speak up about to begin to make that happen?

For example...

...When you don't know the purpose of a meeting, ask before the meeting so you can come prepared.

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...Ask a question that provokes a constructive conversation during the meeting.

...Frustrate that the important conversations aren't happening in the meeting? Then raise the issue that everyone knows is a problem, but no one has been willing to speak about publicly...of course until you now!

Once you start to think about the difference you could make in the meetings you attend you will see many things you could speak up about.

What one thing can you speak up about that could make a difference in your next meeting? Whatever it is I encourage you to take action right away. And make sure you go for progress not perfection.

Consider that if you want to elevate your leadership, you can do so by choosing to speak up about something with the intention to make a difference in something that matters to you and makes a difference for others every day.

It doesn't matter how big or how small – change happens one action, one conversation at a time. So what will you speak up about next AND what difference do you intend to make by speaking up about that?

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2. Stepping Up

Stepping up is all about choosing to be the one to move things forward.

Leaders take ownership and they take action. But they also don't do it all themselves.

Consider the following questions to identify opportunities for you to Step Up...

...What you could offer to move things forward?

...What might you promise could you make that would make a difference?

...What could you do to amplify your impact – to take the initiative to make an even bigger impact than you already are in something that matters to you and makes a difference for others?

An example of stepping up as an act of leadership...

There is a young woman in South Africa. Her name is Nisha. She has cerebral palsy. She started a daily blog to be a voice of encouragement to others.

One day she contacted me on twitter. She had decided that she was going to raise \$5,000 for a well in a community without clean water. In fact, she made a promise that she would help them build their well.

I know her because she contacted me on twitter to ask for my support.

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Nisha struggles daily to brush her teeth and feed herself. Yet she found a way to make a difference in the lives of others using her voice. She raised that \$5,000 and has done so much more since then.

Pretty amazing, yes?

For me she is a symbol for the idea that anyone can lead. And in this example, she demonstrates what stepping up as an act of leadership looks like.

Nisha demonstrates the three dimensions of stepping up in this one example.

First she looked for an opportunity to **INTERVENE in the status quo** – it was unacceptable to her that anyone went without drinkable water in today's world.

She then decided she would **BE THE ONE to move things forward**.

But she didn't do it all herself. She actively **ENROLLED OTHERS in stepping up** to support her cause. She got us excited that we could together make a difference in one village – it was a doable, yet still inspiring endeavor where we all knew we could make a difference.

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3. Standing Up

When you take a stand as a leader you begin by declaring a commitment to a future possibility. You then follow through, over time, in word and deed. More specifically, you consistently speak up and step up to make that possibility a reality.

However, it is crucial to point out that a stand is more than a commitment to make a difference. A commitment to make a difference in anything is, of course, valuable and empowering. Yet unless you are specific about the outcome it lacks the clarity required to know when you have realized your stand.

A stand is a PROMISE to make a specific impact.

And make no mistake about it: your words matter. There is a big difference between a commitment and a promise in terms of your level of personal investment.

Let me demonstrate...

Try saying to yourself out loud “I am committed to ending world hunger”.

Then say to yourself out loud “I PROMISE to end world hunger.”

Which one is more powerful? Which one has you feel more personally invested in the outcome?

A stand can be as far reaching as ending world hunger or putting a man on the moon by the end of the decade.

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Or a stand can be as local as “from now on our meetings are going to be great” or “everyone who works with me is going to feel appreciated”.

It's not about magnitude. It's about making a difference in something that matters to you and makes a difference for others. If it you believe something is important enough for you to make a personal promise then the stand you take is an act of leadership.

OK, that is a basic introduction to the three fundamental acts of leadership.

If you have any questions or have any stories to share about how you have committed acts of leadership, please feel free to email me at susan@randomactsofleadership.com.

To learn more about our Leadership Development programs visit <https://RandomActsofLeadership.com/Leadership-Development>

I would love to hear from you!

To Your Success,

Susan Mazza