

# *“A” Players Only!*



What It Takes To Live At The Top!

KCMPI

April 4<sup>th</sup>, 2007

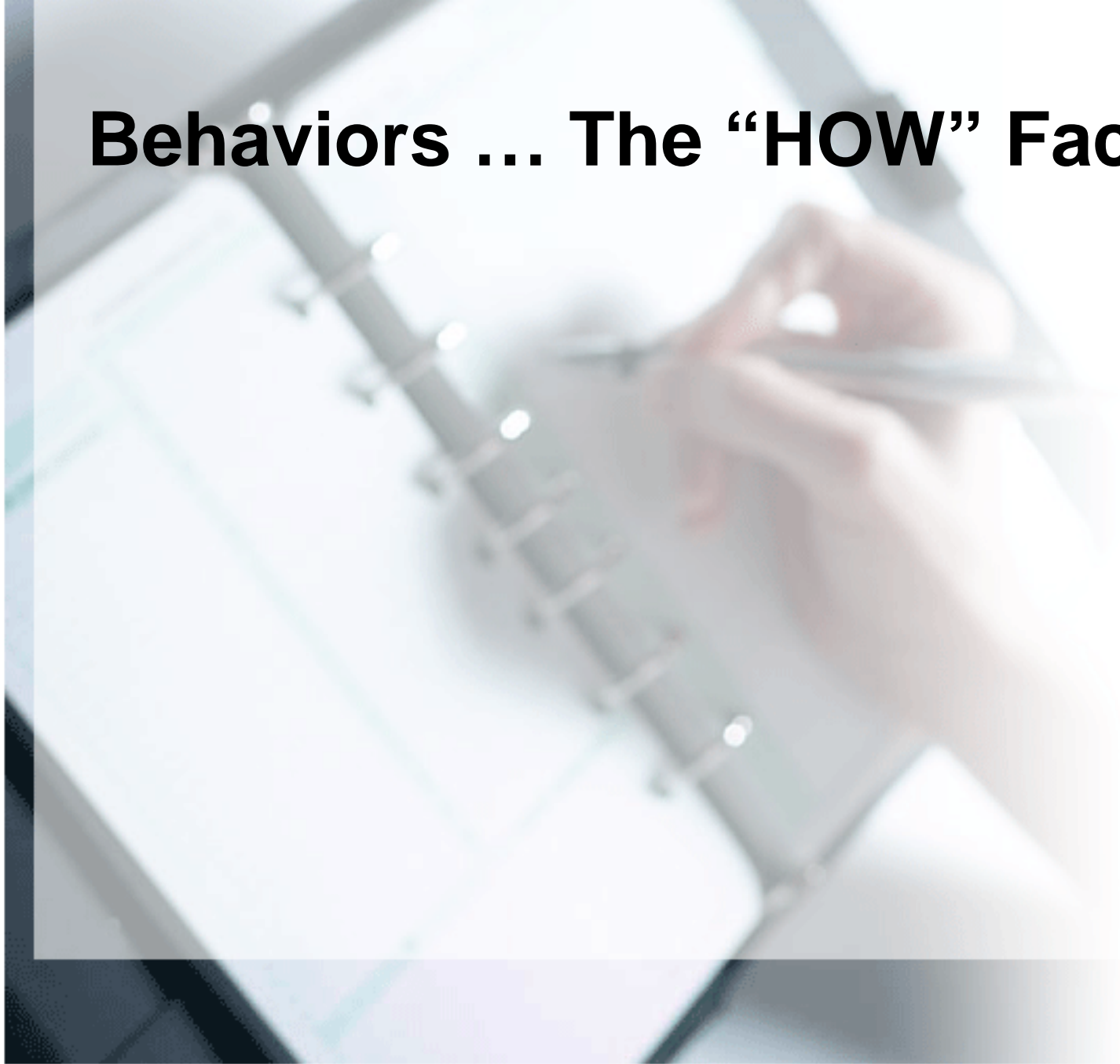
# Knowing What It Takes ...



# The Puzzle Pieces ...



# Behaviors ... The “HOW” Factor!



# The Iceberg ...

What It Takes To Live At the Top



# ***“THE”* Grid OF LIFE!**



# **Workplace Motivators ... The “WHY” Factor!**



# Workplace Motivators ...

- ✓ Traditional
- ✓ Individualistic
- ✓ Theoretical
- ✓ Aesthetic
- ✓ Social
- ✓ Utilitarian

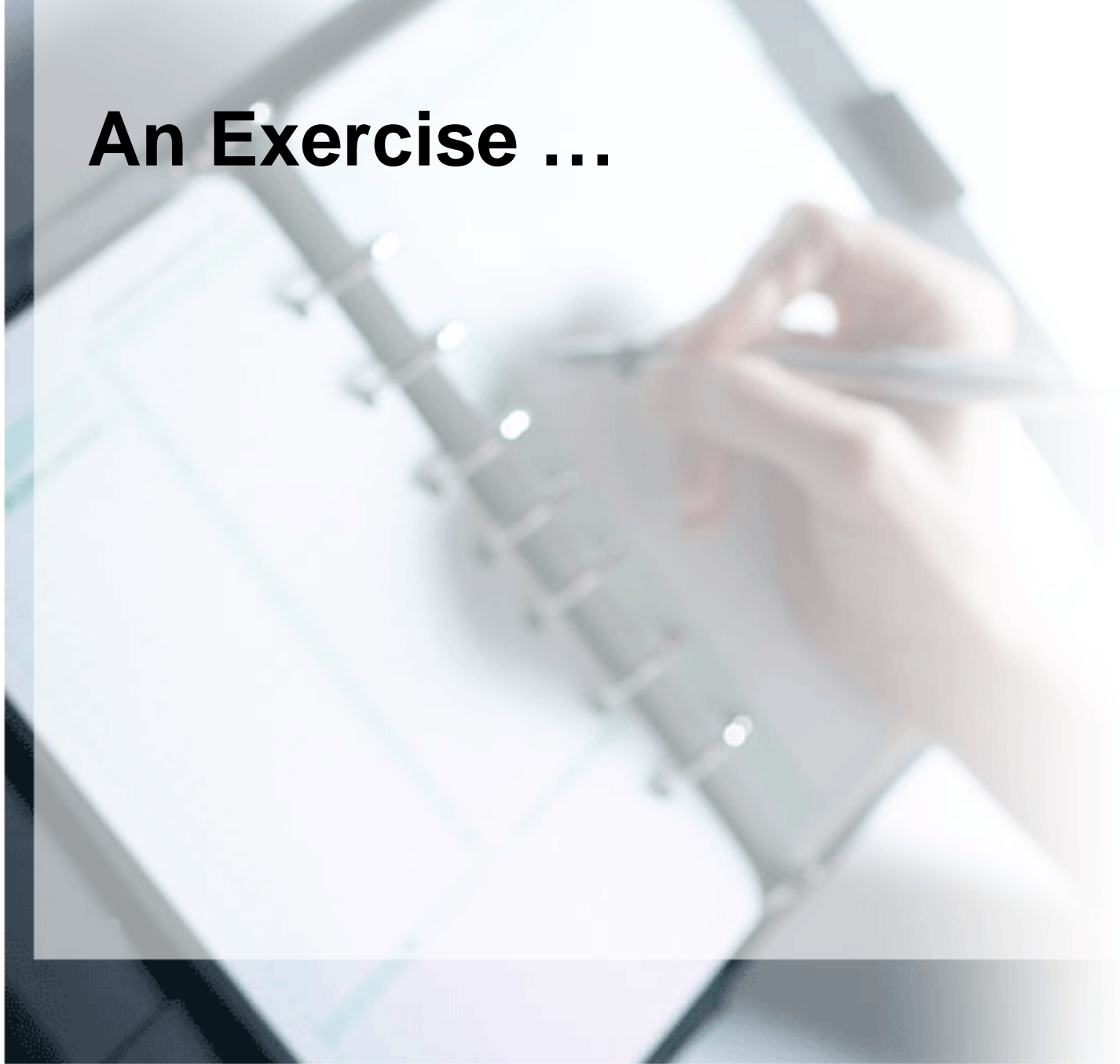
# **Core Skills/Competencies ... The “Can” Factor ...**



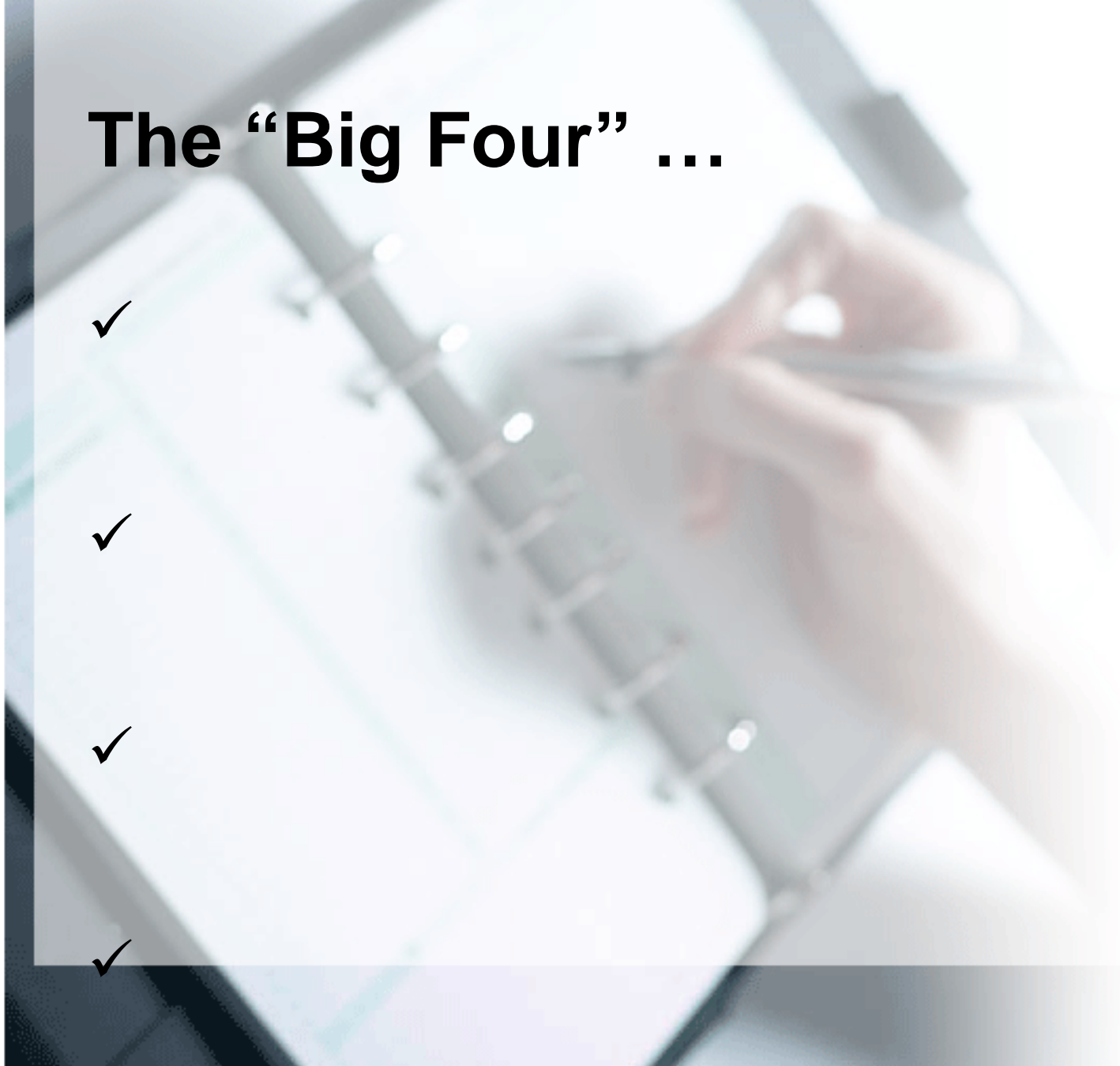
# Core Skills & Core Competencies

1. Self Management
2. Continuous Learning
3. Results Orientation
4. Personal Accountability
5. Leading Others
6. Accountability for Others
7. Conceptual Thinking
8. Problem Solving
9. Decision Making
10. Developing Others
11. Resiliency
12. Teamwork
13. Flexibility
14. Goal Achievement
15. Planning and Organizing
16. Influencing Others
17. Diplomacy and Tact
18. Self Starting
19. Objective Listening
20. Interpersonal Skills
21. Conflict Management
22. Customer Focus
23. Empathetic Outlook

# An Exercise ...



# The “Big Four” ...



# Champion Education Resources



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