Sales leadership icons and models: How comic book superheroes would make great sales leaders

Basic Idea of Leadership
- dictionary definition is the action of leading a group of people or an organization
- having a team of volunteers who wish to proceed in the same direction as you
- true leadership comes with experience, knowledge, and perspective

Inclusive Leadership
- great leaders communicate all and take into account all perspectives
- great leadership is a COMMUNITY that cares about others

Communication
- great leaders communicate effectively and efficiently
- give regular updates on your progress and contributions
- show appreciation for the group as a COMMUNITY that works together

Motivation and Management
- great leaders motivate and manage their teams
- help people achieve their goals through effective leadership
Sales leadership icons and models: How comic book superheroes would make great sales leaders

Caseism.com
Basic Idea of Leadership

- dictionary definition is the action of leading a group of people or an organization
- having a team of volunteers who wish to proceed in the same direction as you
- true leadership comes with experience, knowledge and perspective

Caseism.com
Communication

- intention is to effectively understand what is being said and then reply effectively
- important to be assertive and clearly lay out your intentions and accept feedback
- keep a positive attitude
- strong communication builds strong relationships, teamwork and builds trust

Caseism.com
Motivation and Management

- identify strengths/weaknesses of group members
- make sure team works efficiently by establishing detailed plans and meeting deadlines
- know how to manage conflicts within the group
- make the ultimate decision

Caseism.com
Inclusive Leadership

- support an environment where all input is accepted and equally considered
- look at an issue from different perspectives
- treat the group as a COMMUNITY first and as a GROUP second

Caseism.com
Be Self-Less

- look after the interests and vision of the group
- leader puts themselves below everyone else and does not look to self-benefit
- does not care about the amount of recognition, but the overall impact
- accepts more responsibility

Caseism.com
Sales leadership icons and models: How comic book superheroes would make great sales leaders

Basic Idea of Leadership
- dictionary definition is the action of leading a group of people or an organization
- having a team of volunteers who wish to proceed in the same direction as you
- true leadership comes with experience, knowing and perspective

Inclusive Leadership
- when a leader includes all members of the group in decision-making and problem-solving processes
- creates a sense of community and inclusion

Communication
- transparent, active listening, clear, concise, and effective communication
- understanding the needs and concerns of the team

Motivation and Management
- motivating and managing the team towards common goals
- creating a positive work environment

Be self-less
- a leader must be selfless to truly lead
- a leader who puts the team first

Caseism.com

Caseism.com

Caseism.com

Caseism.com

Caseism.com