

## The Five C's of Leadership

- **Capable** – they are good at what they do and have the proper balance of depth and breadth of subject-matter expertise to enable them develop a vision and a properly-scoped focus, execute on that vision, generate gains and be self-assured and self-confident without being arrogant.
- **Committed** – the best leaders have a strong sense of self-mastery. They demonstrate character and courage, initiative and passion. Their passion and courage is balanced by their sense of responsibility to something larger than themselves and a sense of self-discipline.
- **Connected** – they like people and value relationships. They have a natural power with people, charisma, and an ability to create coalitions. They value their connectedness with others and tend to have extensive and diverse networks that they draw on for their support. Because of their connectedness, they have built in support and a greater, more natural opportunity to anchor new approaches among the larger community.
- **Communicative** – effective leadership demands effective communication. The most effective leaders are dynamic communicators who can sell their vision effectively to others and generate excitement in the process. However, effective communication goes well beyond just the ability to be highly persuasive. The best leaders demonstrate that they are also great listeners, who allow themselves to be influenced by the thoughts and inputs of others. They are teachable, and in the process they garner wider support and shared ownership for their vision and strategy because others, likewise, feel ownership.
- **Caring** – finally, effective leaders have a strong sense of servanthood. They are recognized as giving to their community and being generous in sharing their time, expertise, personal support, and positive attitude to further something larger than themselves.

The Five C's of Leadership				
Capable	Committed	Connected	Communicative	Caring
Maven	Self-mastery	Connector	Sales people	Giving
Focus	Create a sense of urgency	Power with People	Persuasive	
Execution	Character	Create a coalition	Communicate the Change Vision	Empowering Broad-based action
Vision & Strategy	Commitment	Anchor New Approaches in Culture	Listening	Generosity
Generate Gains	Courage	Charisma	Teachable	Positive Attitude
Consolidate Gains	Focus	Relationships		Servanthood
Capable	Initiative			
Discernment	Passion			
Problem-solving	Responsibility			
Self-security	Self-discipline			
Vision				