

# LEADING with HONOR

Leadership Lessons from the Hanoi Hilton



## Coaching: BALANCE MISSION AND PEOPLE

### Lesson 10

The expanded coaching materials are provided to help readers implement the lessons taught in the book. Use them for individual or group development.

---

Does your leadership style tilt toward *results* or *relationships*? If you're unsure, look at the list of strengths for each in this chapter and see which feels more natural and comfortable for you. Or, for a more comprehensive look, you may want to complete the online *N8Traits™* assessment (link at [www.leadingwithhonor.com](http://www.leadingwithhonor.com)). It will provide insights into your leadership strengths, so you'll know whether you tend to favor results or relationships.

#### 1. How can you develop your leadership balance?

- a. Which is your natural bent? Circle the one that comes easiest to you.
  - Results skills
  - Relationship skills
  
- b. Now identify two behaviors (skills) from the other list in this chapter that you could work on to better balance your leadership style. For example, if you are naturally Results-oriented, skills in that list will come easy. To gain a better balance look at the list of Relationship-oriented skills and select two that you could work on to gain a better balance in your leadership.

Skill 1: \_\_\_\_\_ In what situations could you practice this leadership skill?

- \_\_\_\_\_
- \_\_\_\_\_

Skill 2: \_\_\_\_\_ In what situations could you practice this leadership skill?

- \_\_\_\_\_
- \_\_\_\_\_

#### 2. What will be the payoff if you learn to use these new leadership behaviors?

---

---

# LEADING with HONOR

Leadership Lessons from the Hanoi Hilton



**3. When will you begin practicing your new behaviors?**

---

---

**4. What would be the impact if all your leaders gained a better balance of results and relationships (mission and people)?**

---

---

a. How could you make that happen? \_\_\_\_\_

---

**5. With this concept of results and relationship balance, how could you coach and develop others more effectively?**

---

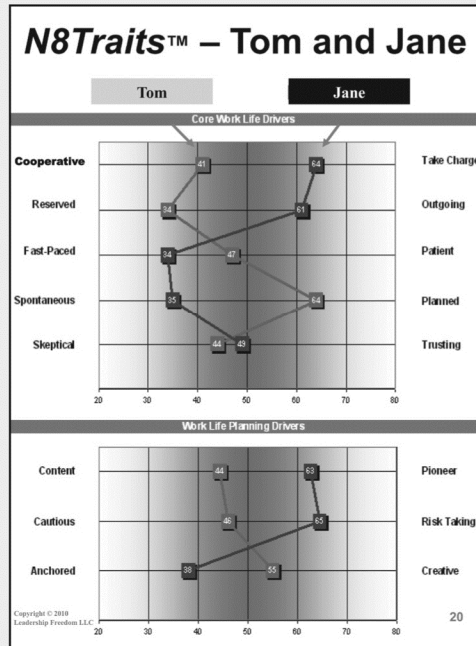
---

## TAKE THE NEXT STEP IN YOUR LEADERSHIP JOURNEY

**LeadingWithHonor.com** has tools and resources to help you and your team lead with honor –

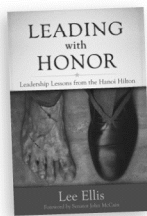
The **N8Traits™ Profile** reveals your authentic self, for working at your very best. You'll discover your natural “go-to” behaviors, providing powerful information for self-management, building relationships, and leading others.

You will discover your strongest behavioral talents and the key influencers you are most likely to use in making leadership and life decisions. The report includes your key strengths and struggles and your relationship essentials. Additionally, you'll receive beneficial suggestions on how to relate to others more effectively to improve your leadership, communications, and teamwork.



For a limited time, **SAVE 10%** when you order a *N8Traits* Assessment!  
Enter Coupon Code **HONOR14** when placing your order.

At **LeadingWithHonor.com**, FREE materials are available to dig deeper into the lessons provided in *Leading With Honor* –



- Read helpful articles that you can use for personal study or with your team
- Download more Coaching materials to help you or your team apply *Leading With Honor* lessons
- View more photos of Lee's POW experience

© 2011 Leadership Freedom LLC. *Leading With Honor* and The *N8Traits™* Profile are property of Leadership Freedom LLC. All Rights Reserved. Published by FreedomStar Media.