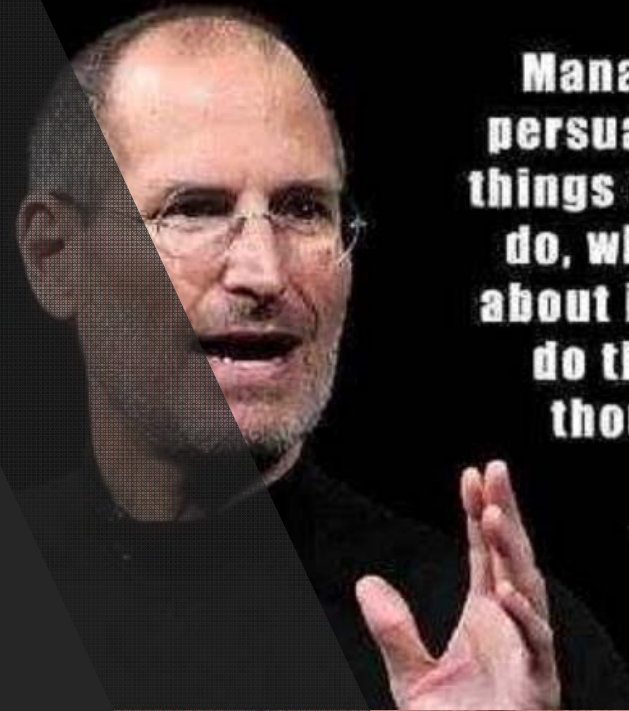


Tim Hynes – CIO, Allied Irish Bank

The Leadership Stimulus Ladder



**Management is about
persuading people to do
things they do not want to
do, while leadership is
about inspiring people to
do things they never
thought they could**

-Steve Jobs-



The
Economist

ON THIS DAY

“People seldom do what they believe in. They do what is convenient, then repent.”

Bob Dylan

American singer-songwriter



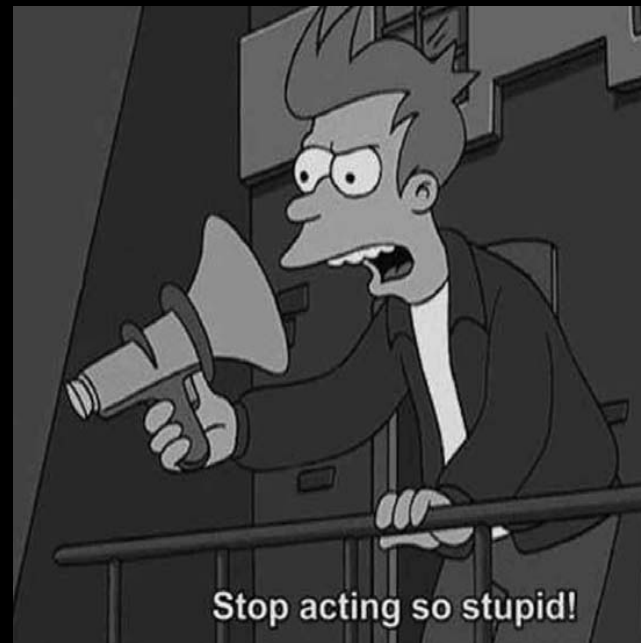
Formula for Leadership Failure

The Team



+

The Leader

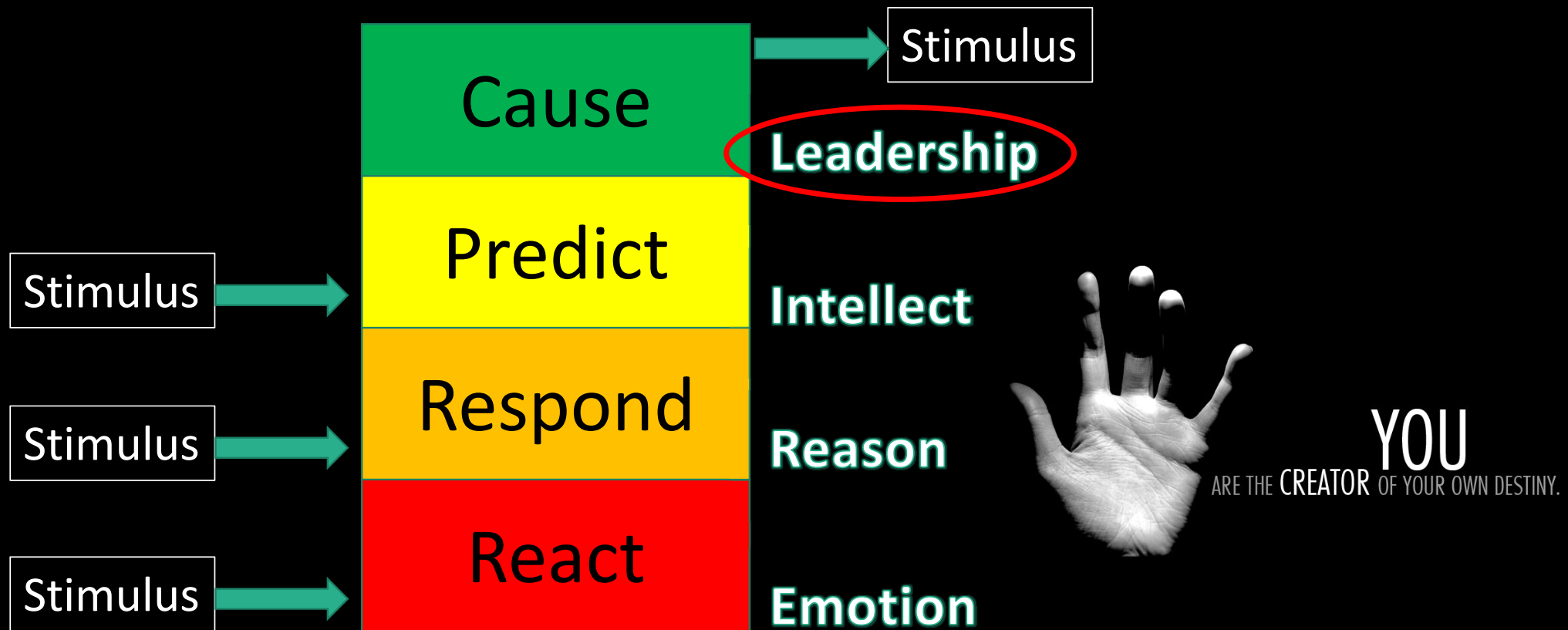


=

The Result



The Leadership Stimulus Ladder

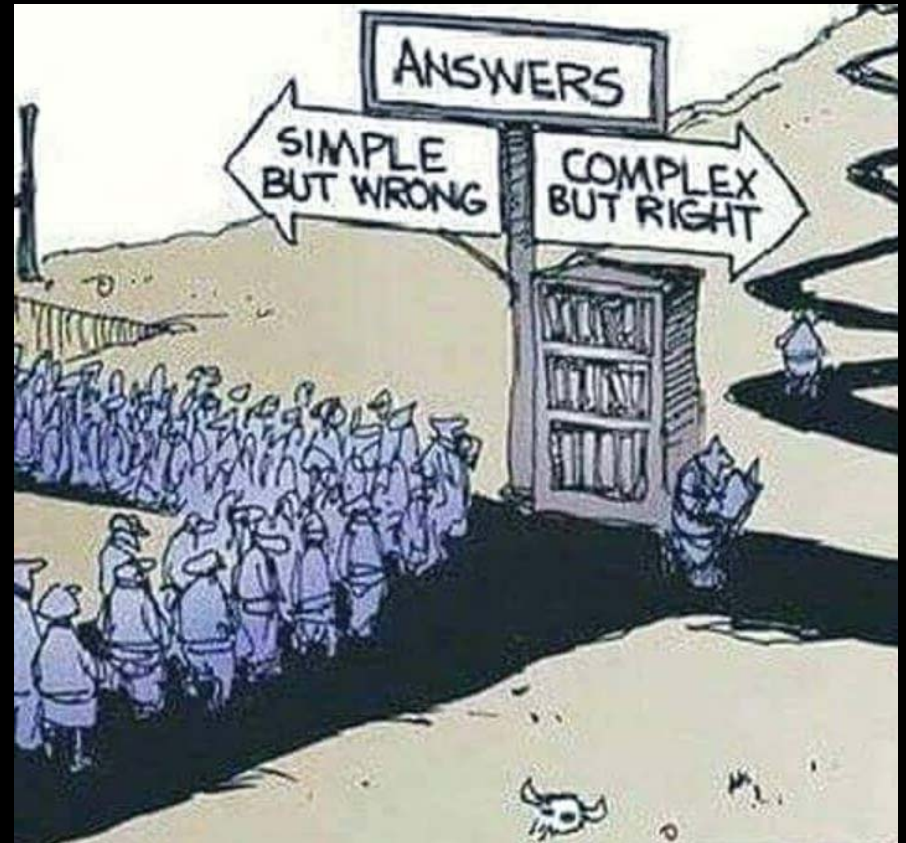


Leadership requires us to be pioneers, exploring the territory of the Discomfort Zone so that others can follow the path we make.

Leadership is about predicting and creating a better future

Leadership is often difficult and lonely...

If you're not uncomfortable... then you're probably not doing it right...





LEARN

LEAD