

 **ENGINEERING MANAGEMENT INSTITUTE**

Developing the Engineering Leader Inside of You by Engaging the People You Lead

Presented by
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Author of *Engineer Your Own Success*
President of the Engineering Management Institute





“Leadership is a people thing. You have to be able to connect with people, understand their passion and put them in an atmosphere which allows them to do what they love doing.”

- Croft Edwards

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Introduction – Anthony Fasano, PE

- B.S. & M.S. in Civil Engineering
- PE license in NY and NJ
- Found success at a reputable firm at a very young age
- Attended iPEC – the top ranked executive coaching school in the world
- Wrote the best-selling book *Engineer Your Own Success* and started providing career coaching and speaking services to engineers



Purpose and Learning Objectives

Purpose: To give you specific strategies on your role as a leader and how to delegate effectively. This session will also cover the theory of high output management and will help you to:

- Leverage the power of positivity in leadership,
- Utilize strategies for seeing opportunities in every situation - specifically a framework,
- Define your role as a leader,
- Delegate the right tasks effectively, and
- Engage the people you work with to maximize their potential.

Overview

- You are a Leader
- Power of Positivity
- 2 – Question Framework
- Role of a Leader
- Great Leaders See Only Opportunity
- Delegate, Delegate, Delegate
- Earn Trust and Respect
- There is No "I" in Team



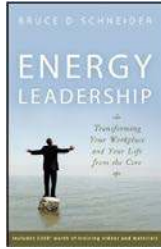
You are a Leader



What is a LEADER?

My Favorite Definition of Leadership

- From the book *Energy Leadership*: Leaders are individuals who have the ability to **inspire people to take action, including themselves.**
- You inspired yourself to attend this session: you are a leader!
- It's time to further develop your leadership abilities.



Why a positive outlook matters

DO
SAY
THINK

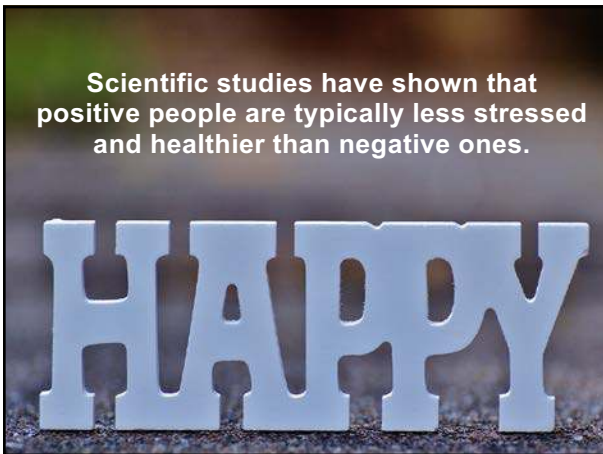


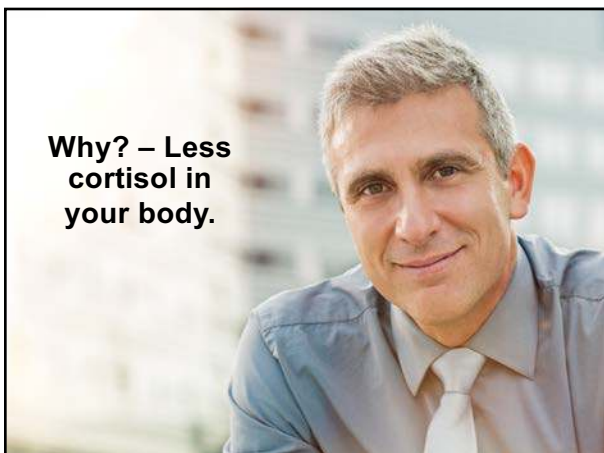
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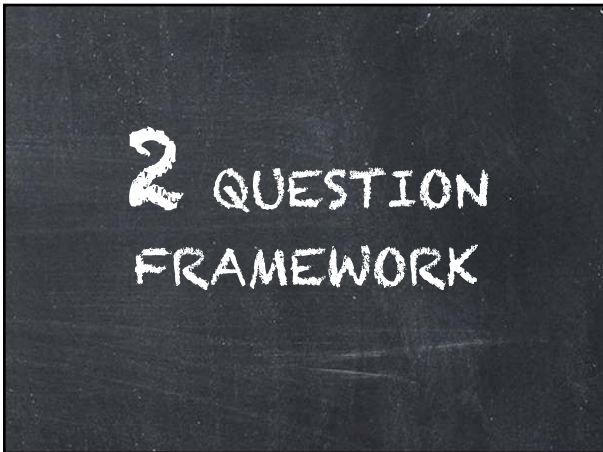


Try this in your next staff meeting...

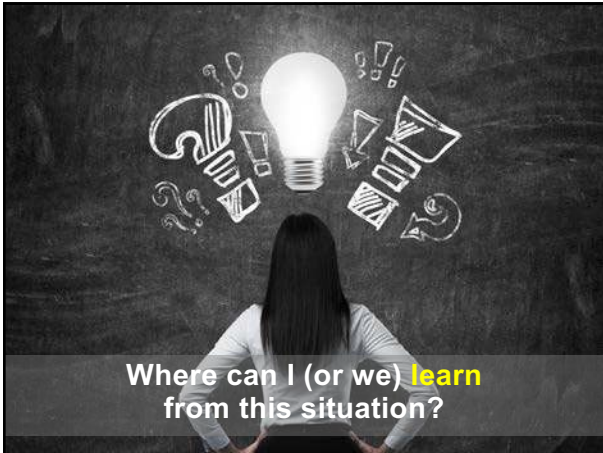
Action Tip:
Ask each person for one positive interaction or a “win” that they achieved since the last meeting.













What is the role of a leader?

As a leader my role is to help those that I am leading to do their jobs to the best of their ability.

Be a helper. Avoid the competitive approach.





Why my brother is smarter than me.



Please understand your role.

- Be a helper. Avoid the competitive approach.
- Take the time: My two-manager story.
- Bother me.

Please ask yourself this question...



Setting Goals with Your Staff



Supporting Staff Credentialing





SET YOUR COMPANY APART













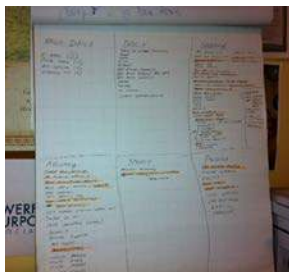


A simple delegation exercise...

Action Tip:

Write out EVERYTHING you do to help identify what tasks you can delegate.

Here's how I did it.







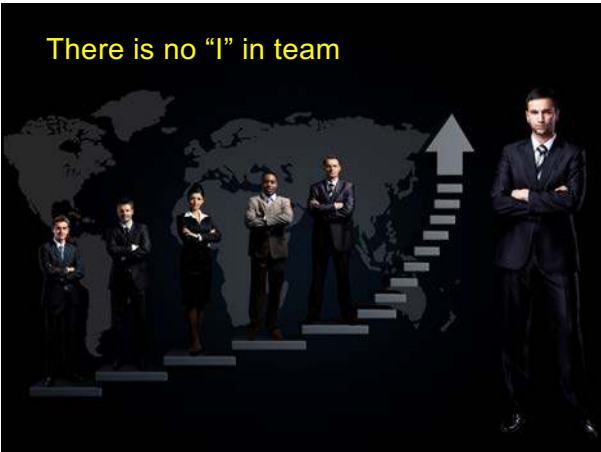


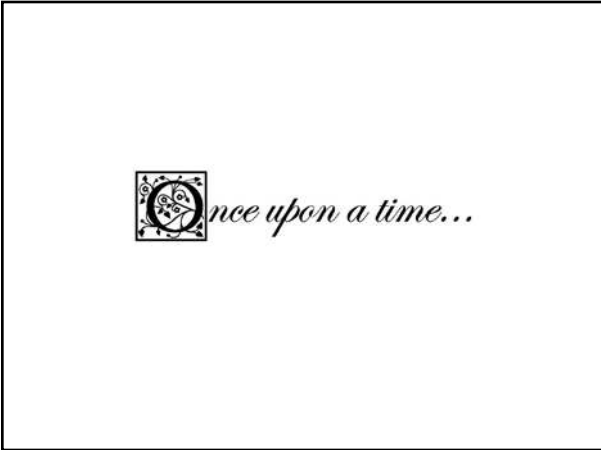


Think about this...

Action Tip:

Think about supervisors that you have worked for and have respected. Why did you respect them? Can you apply their techniques?





Summary

- You are a Leader
- Power of Positivity
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- Earn Trust and Respect
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