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Leading Without Authority ©

By

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When a person charged with leading an assignment or obtaining outcomes is not given authority over others, but nonetheless needs the cooperation, coordination, and communication from non-subordinates there are 2 crucial components which will determine success or failure.

1. Buy-in: Must be able to articulate how / why objectives are integral to the overall business.
2. Motivation: ‘Survey Says’ – *95% say ‘it’s not about the money!’* A leader must discover, if it’s not known, the true motivators for the obtaining the 3 C’s from any individual or team.
 - a. Competitiveness
 - b. Ego
 - c. Opportunity

Even if the desired outcome is philanthropic, the 3 C’s from non-subordinates are driven by CEO.

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