THE LEADER’S MIND
HOW GREAT LEADERS PREPARE, PERFORM, AND PREVAIL

JIM AFREMOW, PhD
with PHIL WHITE

A PDF COMPANION TO THE AUDIOBOOK
CHAPTER 2
THE SHARPSHOOTER

LEADERSHIP REFLECTIONS

• What was the biggest life lesson you learned from someone who has passed away?
• When have you been underestimated, and how did you respond?
• Name a big personal or professional obstacle and think about how you overcame it.

I OWE HIM EVERYTHING

LEADERSHIP REFLECTIONS

• What can you do to be ready to seize the moment when a career-changing opportunity comes along?
• Which leader made a lasting impression on you, and what are the top three lessons you learned from that person?
• How can you apply the example of Jordan and Kerr to better use your team’s talents?
LEADERSHIP REFLECTIONS

• How can you show your team members that you care about them?
• Who is an up-and-coming leader you identify with, and what can you learn from that person?
• What can you do better to tailor your communication style to each person you lead?

LEADERSHIP REFLECTIONS

• Are you just coasting in your current position, or are you seeking to learn all you can?
• What’s a job that you thought was worthless at the time that you can now think back to and find some value in?
• Which colleague could you hit up to help you prepare for the next stage of your leadership journey?
LEADERSHIP REFLECTIONS

- Write down ten values that are important to you as a person and a leader.
- Narrow this list down to your Core Four values.
- How will you reflect these in your daily habits, and what can you do to get your team on board with them?

EVERYONE WANTS TO BE PART OF SOMETHING

LEADERSHIP REFLECTIONS

- Which people from your past could you bring in to bolster your organization?
- Who do you believe could improve your decision-making by challenging your assumptions?
- Which outside consultants could help your team go to the next level?
LEADERSHIP REFLECTIONS

• What mental skills—such as confidence, visualization, or gratitude—would you most like to master?
• Which big goals can you target to take your organization from contender to champion?
• How can you adjust your tactics to get more from your personnel?

BRAVING THE BACK ATTACK

LEADERSHIP REFLECTIONS

• If you had to step aside for a while or permanently, who could you count on to take the reins?
• What are you doing to empower your people to lead?
• What three blessings are you most thankful for today?
LEADERSHIP REFLECTIONS

• What challenge seems like a daunting obstacle right now?
• How can you turn it into an exciting opportunity?
• What can you do to adapt to a new and uncertain situation?

MASTER AND APPRENTICE

LEADERSHIP REFLECTIONS

• Whom have you served under in the past and could still learn more from?
• What’s an opportunity in your profession or a volunteer role where you could take a lesser position and get a different perspective?
• Having achieved success, are you stuck in a fixed mindset? If so, how can you switch to a growth mindset and continue rounding out your skill set?
WILL I GO TO WAR WITH YOU?

LEADERSHIP REFLECTIONS

- In what situation could you include your team to make a better decision?
- How are you empowering your people to make their best possible contribution?
- Would people say that you’re “walking the walk” of a principled leader?

PROGRESSING FROM PRESCRIPTIVE TO INCLUSIVE LEADERSHIP

LEADERSHIP REFLECTIONS

- How has your leadership style progressed over time?
- Where are you on the continuum between prescriptive and inclusive leadership?
- How do you want to continue to evolve your leadership to take the needs of others into account?
LEADERSHIP REFLECTIONS

• How do you rally your team after a defeat?
• What can you do to reframe a recent setback as a new opportunity?
• The next time your group loses, how can you honestly and proactively assess what went wrong so you do better the next time?

LEADERSHIP REFLECTIONS

• As a leader, how are you pushing yourself to be the best in the world every day?
• How can you allow your people to shape your culture?
• What are three areas of potential improvement and growth for you personally and your team?
LEADERSHIP REFLECTIONS

• Who is a trusted team captain to whom you could give more responsibility?

• How could that person use his or her new duties to maximum effect?

• What are some techniques you could use to increase your focus on whatever “game day” means to you?
CULTIVATING A LIFELONG LOVE OF LEARNING

LEADERSHIP REFLECTIONS

• What’s a new skill you want to learn this year, and what are you going to do to acquire it?

• Who is someone inside or outside your field from whom you could gain wisdom?

• What are some administrative duties you could delegate so you can get down in the trenches with your people more often?

BUILDING WORLD CUP–WINNING TRUST

LEADERSHIP REFLECTIONS

• What are you doing to develop up-and-coming leaders?

• How can you improve communication in your organization so everyone is aware of the big goals and clear on what each person’s contribution needs to be to achieve these?

• Is there an area in which you need to step back and trust your team to execute?
LEADERSHIP REFLECTIONS

• What’s a boundary you need to set or enforce?

• How can you find better balance between your professional and personal lives?

• What can you do to practice being fully present at work and at home?
LEADERSHIP SELF-REFLECTION QUESTIONS

• How do you reflect and impress on those looking to you for leadership that you respect their time?

• Are mandates just coming from above, or is there bottom-up consensus building and input to develop action plans?

• As a leader, are you giving others every opportunity to take advantage of your organization’s resources?
LEADERSHIP REFLECTIONS

• What phrases or principles have you developed to practice and strengthen your ability to deal with daily problems, issues, or challenges?

• A commonly held principle in elite sports, meditation practices, and Stoicism is to focus on the process. How do you encourage this in your leadership role?

• What have you done in past experiences that was an atypical response to a challenge?

• When facing a crisis or overwhelming situation, how have you broadened the perspective to better deal with a situation?
LEAD LIKE A ROMAN EMPEROR

LEADERSHIP REFLECTIONS

• How can you rise above your circumstances to reach for higher goals?

• Do you resent the daily grind or embrace it as a necessary step on your journey?

• Think of an experience you’ve always viewed as negative, and then try to find a positive takeaway.

A LIGHT IN THE DARKNESS

LEADERSHIP REFLECTIONS

• How are you encouraging your children or younger relatives to thrive?

• Do you give generously?

• What lessons did your parents or grandparents share and how can you apply what they taught you?
LEADERSHIP REFLECTIONS

• How could you benefit from learning about another profession?
• What tasks should you keep doing yourself, and which could you delegate to others?
• Who in your network can help take your career to the next level? And how can you help them do likewise?

YOU DO WHAT I COULDN’T

LEADERSHIP REFLECTIONS

• What's a new possibility for your career or life you’d like to explore?
• When was the last time you stepped outside your comfort zone?
• Who can you consult to encourage you to pursue both passion and purpose?
THE LAST JAR

LEADERSHIP REFLECTIONS

• When you’re faced with a high-risk, high-reward opportunity, will you take it? If not, what’s holding you back?

• How can you use your resources to bring people from different backgrounds together?

• What’s an opportunity for your business to make a difference in your community?

LIFE OF A SALESMAN

LEADERSHIP REFLECTIONS

• What are you going to do to work both smarter and harder?

• Which perceived failures can you turn into lessons?

• When you’re struggling, what’s the mission you can use to remo-tivate yourself and your team?
LEADERSHIP REFLECTIONS

• How can you apply Lubetzky’s “AND philosophy” to a decision you used to frame as either/or?
• How do you plan to do things differently next time?
• Even as you succeed, what do you need to work on to be a better leader?

THREE THINGS IN LIFE ARE IMPORTANT

LEADERSHIP REFLECTIONS

• How are you helping others through your leadership?
• What can you do to inspire people to be kinder?
• What three things do you think are most important in life, and how do they guide you?