

# THE LEADER'S MIND



HOW GREAT LEADERS  
**PREPARE, PERFORM,**  
AND **PREVAIL**

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WITH PHIL WHITE

A PDF COMPANION TO THE AUDIOBOOK

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## CHAPTER 2

# THE SHARPSHOOTER

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### 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?

## FROM THE ZEN MASTER TO POP

### 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?

## BACK IN THE VALLEY OF THE SUN

### 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?

## CARROLL'S CORE FOUR

### 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?

## MASTERING THE MENTAL GAME

### 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?

## WHEN WINNERS LOSE

### 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?

## CHAPTER 4

# THE MAN IN BLACK

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### WOULD 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?



## HITTING THE COMEBACK TRAIL

### 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?

## WANTING TO BE THE BEST IN THE WORLD

### 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?

## TAKING LIFE LESSONS FROM THE BEST RUGBY PLAYER EVER

### 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?

## PLAYING YOUR BEST WITH A TARGET ON YOUR BACK

### LEADERSHIP REFLECTIONS

- What can you do to help your group thrive under pressure?
- When you face a significant challenge, how do you embrace it rather than flee?
- How can you inspire your team to chase continual success?

## 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?

## FINDING EXTREME BALANCE

### 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?

## CHAPTER 6

# SHAPING FUTURE LEADERS

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### BALANCE AND BOUNDARIES

#### 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?

CHAPTER 7

## LEAD LIKE A ROMAN EMPEROR

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### 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?

## CHAPTER 8

# THE LEADER'S MISSION

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### 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?

# CUT FROM A DIFFERENT CLOTH

## 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 motivate yourself and your team?

## DOING THE KIND THING

### 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?