



PROBLEM SOLVING

"A LEADER SOLVES PROBLEMS"



Bobby Bogard

"Yes, the buck does stop here! Problems are a part of doing business! When issues arise the team, the organization, and the consumers are looking to the corner office for answers."

- LEADERS ARE **REQUIRED** TO BRING **SOLUTIONS** TO THE TABLE
- DETERMINE THE BEST COURSE OF ACTION NEEDED FOR SUCCESS.
- LEAD THE TEAM TO GET THE JOB DONE.

"Leaders are either dealing with trouble or trouble is on its way." Difficulties come unannounced. The boss is expected to lead the company through them. They must overcome setbacks and chart new courses in the midst of adversity. Here are a few common obstacles every leader will face at some point.

4 PROBLEM AREAS EVERY LEADER WILL FACE.



PEOPLE PROBLEMS. People bring **problems** with them. Leaders lead people, they don't **perfect** them. Connected leaders have developed great relational skills.

- They possess the ability to **compel** teams to believe in their potential.
- They can build **bridges** between departments and remove **silos**.
- They are able to correct **behavior** and **validate** the person.
- They will negotiate the best **solutions** by choosing people over **systems**.
- They invite **input**, and reward it when it's given.



MONEY PROBLEMS. Budgets are necessary to fund the organization's future. Leaders cannot guarantee sufficient resources. Sound leaders learn to build financial **margins**.

- They build a solid board of trustees.
- They model financial **stewardship** in their personal lives.
- They approach projects from a **conservative** budgeting model.
- They understand the power of **generosity**.
- They are not risk averse, but risk is the **exception**, not the rule.



TALENT PROBLEMS Every team has to have the right players and have them playing at the right position. Leaders are incapable of making them perform at the highest level. Strong leaders will cast vision that compels players to give their best.

- They are secure enough to **empower** talent.
- They embrace the power of **diversity**.
- They are **comfortable** with their personal strengths and weaknesses.
- They value **team** over individuals.
- They recruit from **within** before looking outside the company.
- They believe best solutions come from those **closest** to the problem.



CAPACITY PROBLEMS. Growth creates the need for **expanding** capacity. Leaders are limited in predicting perfect ratios and timelines for increase. Wise leaders will perform due diligence to secure the best metrics, and hire outside consultants to establish solid projections for staffing, facilities, programs, and/or territories.

- They understand the law of **synergy** and **momentum**.
- They build for the future, not in **response** to present pressures.
- They strengthen the vision and culture to facilitate future growth.
- They increase the scope of leadership, preparing for the expansion of services.
- They scale at all levels within the parameters of their research and faith.

REMEMBER

"A LEADER SOLVES PROBLEMS."





LEADERSHIP STUDY GUIDE



PROBLEM SOLVING

"A LEADER SOLVES PROBLEMS"



Bobby Bogard

"Yes, the buck does stop here! Problems are a part of doing business! When issues arise the team, the organization, and the consumers are looking to the corner office for answers."

- LEADERS ARE _____ TO BRING _____ TO THE TABLE
- DETERMINE THE BEST COURSE OF ACTION NEEDED FOR SUCCESS.
- LEAD THE TEAM TO GET THE JOB DONE.

"Leaders are either dealing with trouble or trouble is on its way." Difficulties come unannounced. The boss is expected to lead the company through them. They must overcome setbacks and chart new courses in the midst of adversity. Here are a few common obstacles every leader will face at some point.

4 PROBLEM AREAS EVERY LEADER WILL FACE.



PEOPLE PROBLEMS. People bring _____ with them. Leaders lead people, they don't _____ them. Connected leaders have developed great relational skills.

- They possess the ability to _____ teams to believe in their potential.
- They can build _____ between departments and remove _____.
- They are able to correct _____ and _____ the person.
- They will negotiate the best _____ by choosing people over _____.
- They invite _____, and reward it when it's given.



MONEY PROBLEMS. Budgets are necessary to fund the organization's future. Leaders cannot guarantee sufficient resources. Sound leaders learn to build financial **margins**.

- They build a solid board of trustees.
- They model financial _____ in their personal lives.
- They approach projects from a _____ budgeting model.
- They understand the power of _____ .
- They are not risk averse, but risk is the _____ , not the rule.



TALENT PROBLEMS Every team has to have the right players and have them playing at the right position. Leaders are incapable of making them perform at the highest level. Strong leaders will cast vision that compels players to give their best.

- They are secure enough to _____ talent.
- They embrace the power of **diversity**.
- They are **comfortable** with their personal strengths and weaknesses.
- They value **team** over individuals.
- They recruit from **within** before looking outside the company.
- They believe best solutions come from those **closest** to the problem.



CAPACITY PROBLEMS. Growth creates the need for **expanding** capacity. Leaders are limited in predicting perfect ratios and timelines for increase. Wise leaders will perform due diligence to secure the best metrics, and hire outside consultants to establish solid projections for staffing, facilities, programs, and/or territories.

- They understand the law of **synergy** and **momentum**.
- They build for the future, not in **response** to present pressures.
- They strengthen the vision and culture to facilitate future growth.
- They increase the scope of leadership, preparing for the expansion of services.
- They scale at all levels within the parameters of their research and faith.

REMEMBER

"A LEADER SOLVES PROBLEMS."

