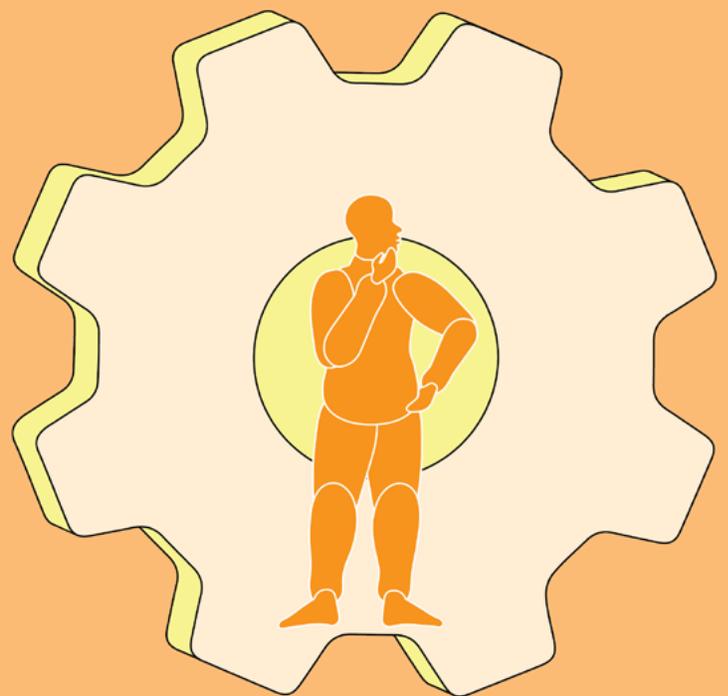*Workbook*

How to Be an Exceptional Processor Leader

This is the workbook for the Predictable Success Course *How to Be an Exceptional Processor Leader*. Complete the following to develop a deeper understanding of how your style preferences influence your leadership.

Objectives

1) Understand what it means to be a Processor
    a. Strengths and Assets
    b. Challenges

2) Identify areas to apply the Exceptional Processor Leader's Toolkit in your role
    a. The Enterprise Commitment
    b. (Re-)Considering Risk
    c. Sharing Priorities
    d. Listening for What's Important
    e. Disciplined Decision Making

My Processor Score:

STYLE	SCORE	LEVEL	DOMINANT
Example	*360*	*Primary*	*No*
Processor			

Activity I: Identifying Your Strengths and Assets

1) Place a checkmark beside the Processor qualities you relate to.

Process-oriented	Data-oriented
Thrive with systems	Consistent work pace
Enjoy processes that address complexity	Does things 'right'
Detail-oriented	Efficient

2) Review your checked boxes. Then, reflect on whether you're fully expressing each strength in your current role.

List your checked strengths and assets here and reflect:

3) Review your unchecked boxes. Then, reflect on why you're not expressing each strength in your current role. Consider whether you simply do not embody them, or your role is not conducive to expressing them.

List your un-checked strengths and assets here and reflect:

Activity II: Identifying Your Challenges

1) Place a checkmark beside the Operator qualities you relate to (or have been made aware of by others).

Invariable pace	Overly critical
Risk intolerant	Slow worker
Overanalytical	Cannot ramp up work when needed
Lagging indicator	Fails to consider enterprise priorities
Bottleneck	Doesn't acknowledge nuance (subjectivity)
Fail to see big picture	Skeptical
Fail to think long-term	Defaults to "no"

2) Review your checked boxes and match Toolkit strategies to each challenge.

CHALLENGES	MATCHING TOOLKIT STRATEGY	ADDITIONAL TOOLKIT STRATEGY
Example: Fail to see the big picture.	*The Enterprise Commitment*	*Listening for What's Important*

3) Review your selected Toolkit strategies. Are you missing any?

If yes, identify which are missing. Reflect on why that might be.
If no, reflect on how you can best adhere to each strategy.

Notes:

The
PREDICTABLE SUCCESS
Online Learning Center

Meet Your Course Leader,
Les McKeown

Les McKeown is the Founder and CEO of Predictable Success.

Les first began to recognize recurring growth patterns early in his career as a serial entrepreneur. In addition to being involved in the launch of more than 40 companies before he was 35, he was at the same time a founding elder in a fast-growing church, while serving on the board of a number of charities and not-for-profits.

Les used the experience he gained during that time to co-found one of the first business incubators in the world, which he and his then business partner developed over a decade into a multi-national consulting company that advised on the creation and growth of hundreds of organizations worldwide.

Struck by the similarity of issues faced by all successful new ventures, Les began to codify his understanding of the repeating patterns of growth, publishing his Wall Street Journal and USA Today bestseller "*Predictable Success: Getting Your Organization On the Growth Track - and Keeping It There*" in 2010, followed in 2012 by "*The Synergist: How to Lead Your Team to Predictable Success*".

Les is a trusted advisor to fast-growth SMEs and thriving not-for-profits as well as Fortune 500 companies and a number of the largest government agencies in the world.

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