

Leadership in the Marketplace

Conversation Guide

About This Guide

Kingswood University is pleased to partner with your Marketplace Multipliers chapter to equip ministers for the marketplace. We have prepared this Conversation Guide to help you make the most of your three sessions discussing leadership in the marketplace.

Before your first conversation in a chapter meeting, the facilitator will distribute this guide. Notice that each session has two lists: a list of questions and a list of resources. The questions listed will guide the week's conversation. The resources are listed for those who wish to spend more time preparing for the conversation.

Meeting One: Your Leadership Motive

Scheduled for _____

In this session we will be considering the question: **“What is your motivation for wanting to be a leader?”**

Key Questions:

- Take some time to honestly reflect on the difference between reward-centered and responsibility-centered leadership. Which type of leader are you?
- Have you abandoned or stepped back from any of the five leadership responsibilities? If so, which ones and why?
- How can you foster greater health for your team through your leadership development in this area?

Key Resources:

- Watch the UnConference Live Stream: [“Are You Leading for the Right Reasons?”](#) (30 min)
- Read: [Summary of *The Motive*](#) by Jeremy Silva

Meeting Two: Being an Ideal Team Player

Scheduled for _____

In this session we will be considering the question: **“Are you an Ideal Team Player?”**

Key Questions:

- Discuss and define Humble, Hungry, and Smart in your own words. What is the value of this model in building your team?
- If you had to put these three virtues in order, which one are you strongest in and which one do you have the most growth potential in? (For those who took the assessment, did the results match what they expected?)
- As you consider your areas of greatest strength and weakness, how does this impact the people you lead and work with?
- What is something you can do to grow in your bottom-ranked virtue?

Prepare for this discussion:

- Watch Patrick Lencioni TEDx: [Are you an ideal team player? \(15 min\)](#)
- Complete the [Ideal Team Player Self-Assessment](#)

Meeting Three: Building Trust in Your Team

Scheduled for _____

In this session we will be considering the question: “Why is trust critical to team health?”

Prepare for this discussion:

- Watch Simon Sinek: [Trusting Teams](#) (9 min)
- Read: [5 Elements to Create a Trusting Atmosphere](#), Dr. Andy Zawacki (2018)
- Read: [Building High-Trust Relationships](#), Rick Boxx (2013)
- Discussion Prompts:
 1. How can we create an environment in which our people can work at their natural best?
 2. “Leadership is not about being in charge, it’s about taking care of those in your charge.” How did Jesus exemplify this as he developed His team of disciples? What can we learn from His example?
 3. Reflect on the statement: “If you find there are issues (performance, customer service) it’s almost always the leadership and the leadership environment, and usually it’s the lack of trusting teams.”

Looking for more? Our Certificate course **Leadership in the Workplace** also covers these additional topics:

- Leadership Defined
- DiSC & Leadership Style
- Defining, Developing, and Hiring Ideal Team Players
- Organization Health: Cohesive Leadership Team, Creating Clarity, Communicating for Clarity, and Reinforcing Clarity.
- Great Meetings: Four Types of Meetings and How to Run Them Effectively.
- Leading Change with John Kotter’s Change Management Model.

Learn more about the [Marketplace Multiplier Certificate](#) from Kingswood University

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