

TRIBAL LEADERSHIP

Cheat Sheet

Visit the book's website
www.triballeadership.net



TRIBE A naturally occurring group of 20-150 people, e.g. a small company or a department in a large company. It's not only employees but also partners, frequent customers or friends.



Life's great!

Team

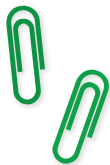


Advise them to explore values, noble cause and outcomes with their teams, as well as to regularly reflect on how they can all work better together. Encourage them to let their teams solve their own problems. Assign bolder projects and create an opportunity to make history.



We're great!

Collaboration



Encourage them to introduce their contacts to each other based on values and advantages, i.e. forming triads. Compliment their successes but stress that they can't accomplish more without others. Assign them projects too big for one person, thus enforcing a partnership. Point out Stage 4 role models and talk about your own 3»4 transition. Encourage overcommunication.



I'm great!

Personal



Encourage them to make a friend. Then another. And another. Show them how their work makes a difference, what their strengths are and how they can improve. Late Stage 3 people make good mentors for this stage.



My life sucks!

Separated

Point out that life is good for other people and so might be theirs. Encourage them to cut ties with Stage 1 people and meet new people.



Life sucks!

Alienated

STAGES Each tribe is in one of five stages – the stage that most of its members are in.

LEVELING UP Raise a tribe to the next stage by leveling up the majority of its members.