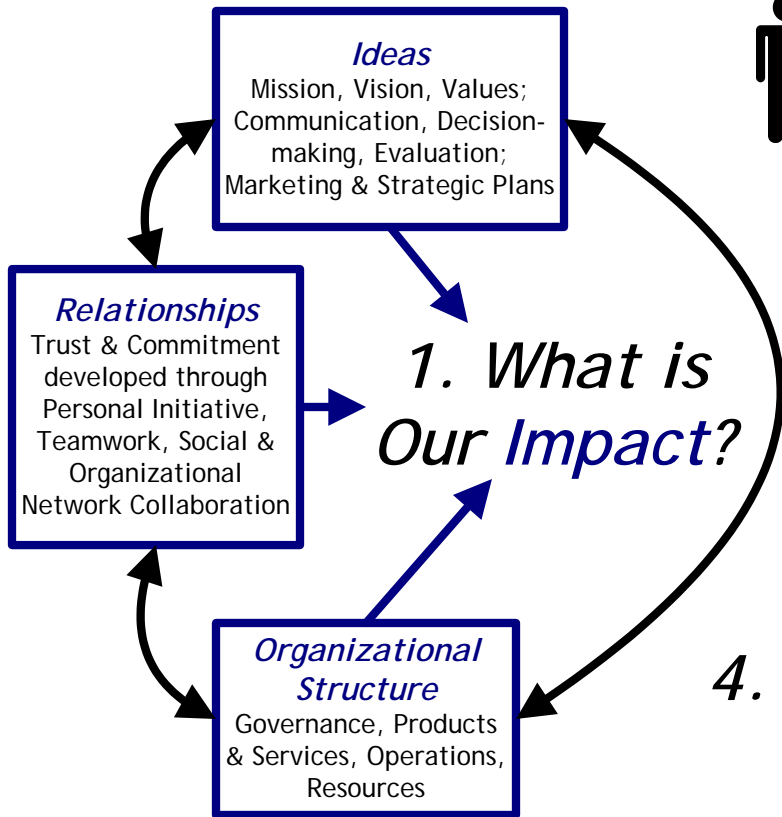


The FOUR QUESTIONS Every Leader Must Ask

Leaders Take Initiative To Create Impact with Ideas, through Relationships, in Organizational Structures.

The Circle of Impact



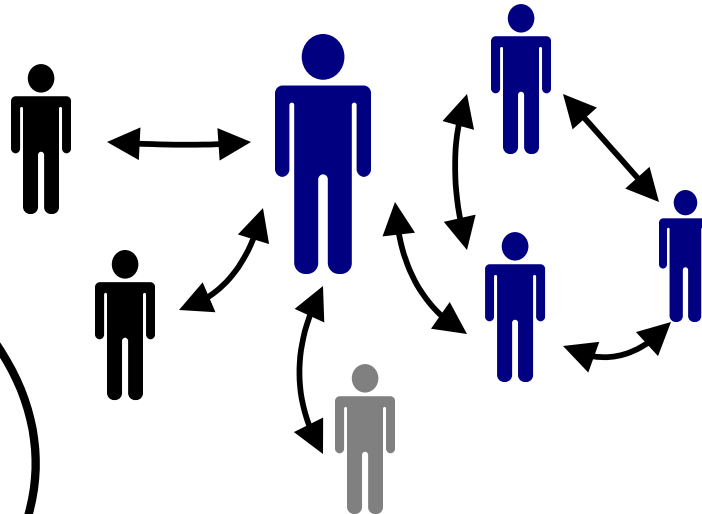
Initiative:
Taking personal responsibility to do the right thing that leads to a desired impact.

Impact:
The difference that occurs because of decisions made and actions taken by individuals and groups.

Ideas:
Concepts developed in conversation that help to describe the mission, vision, values of a person or group. Expressed through all forms of communication, decision-making and its implementation, and the evaluation of people and processes.

Relationships:
The interaction of people built on common values, experiences and interests that build trust and commitment to create impact.

Structure:
An organizational system that helps people sustain their work together toward a desired impact.



2. *Who are We Impacting?*



3. *What Opportunities Do We Have Now?*



4. *What Problems Have We Created?*



Key Terms