

#### Leadership

#### In Organizations

Nancy Nielsen, MD, PhD
Senior Associate Dean for Health
Policy

Jacobs School of Medicine and Biomedical Sciences

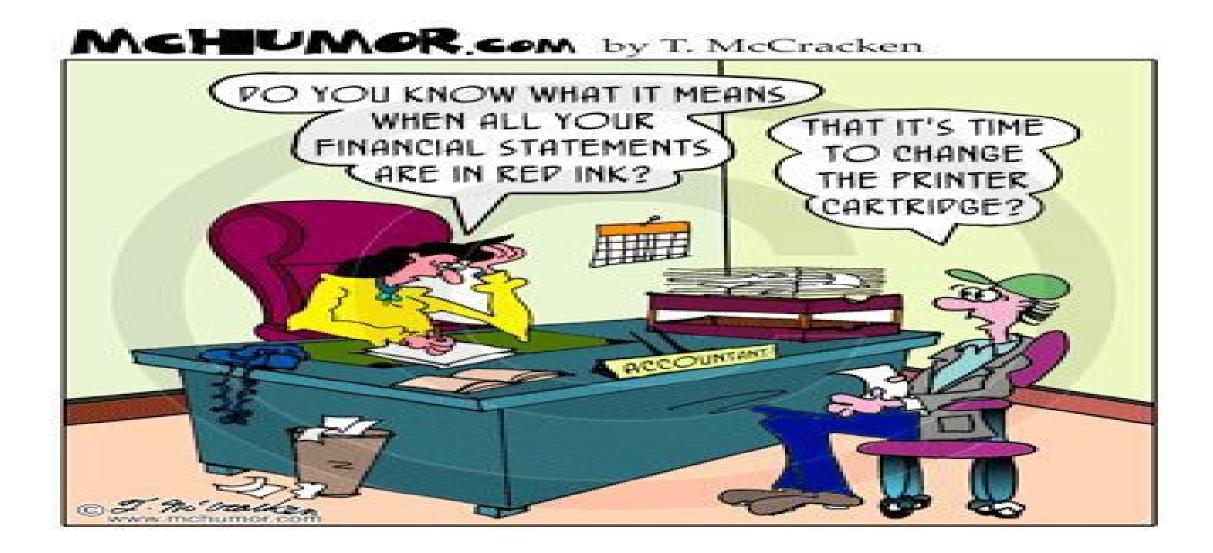
University at Buffalo



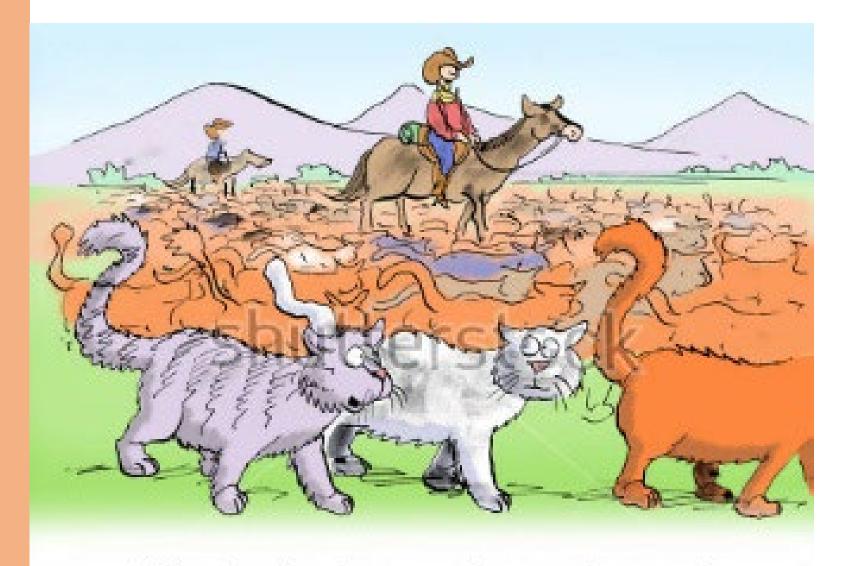
"Actually, I couldn't care less what they do about capital gains."

Understand Finance, Even if You Don't Like It. (you will be taken more seriously)

### But this actually happened....



# You Can't Lead if No One is Following...



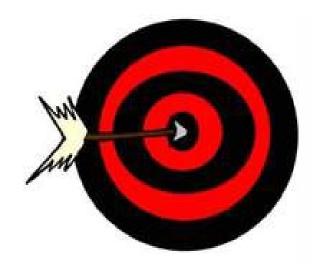
"I'm trying to organize a stampede, but everybody's got her own agenda."

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## The Difference between a Leader and a Target....



....is about 10 feet...



# Not Everyone is Trustworthy....

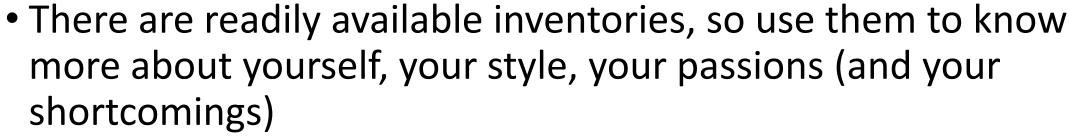
Figure out who is. It will be a short list.

The only way to keep a secret is <u>not</u> to share it.

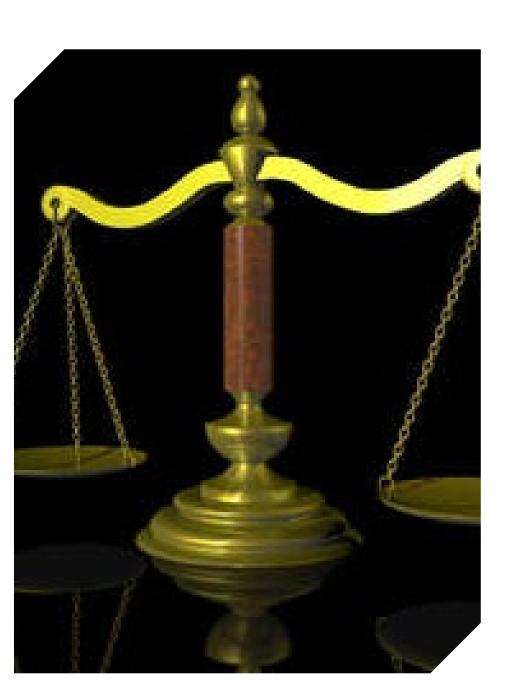


#### **Know Your Strengths**

- Acknowledge your weaknesses,
- but have a plan to balance them







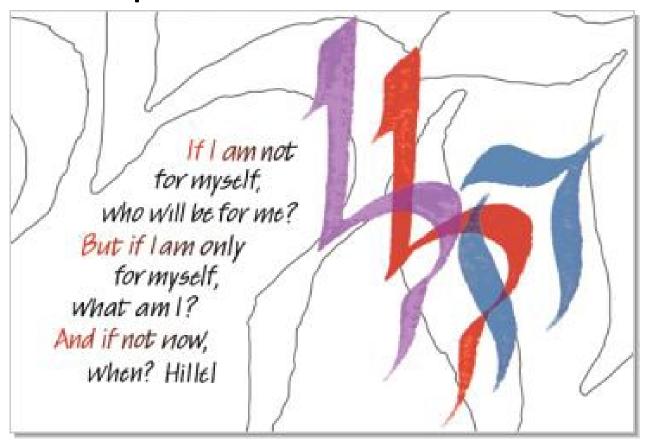
#### Balance!!!

Balance your strengths with folks who make up for your weaknesses. That makes a team strong.

Remember to give credit to others. (And listen to their counsel)

#### Leadership Should Not be All About YOU

#### You're important....



#### But not all-important....

