



*THE MAGNIFICENT 7
QUESTIONS OF A LEADER*

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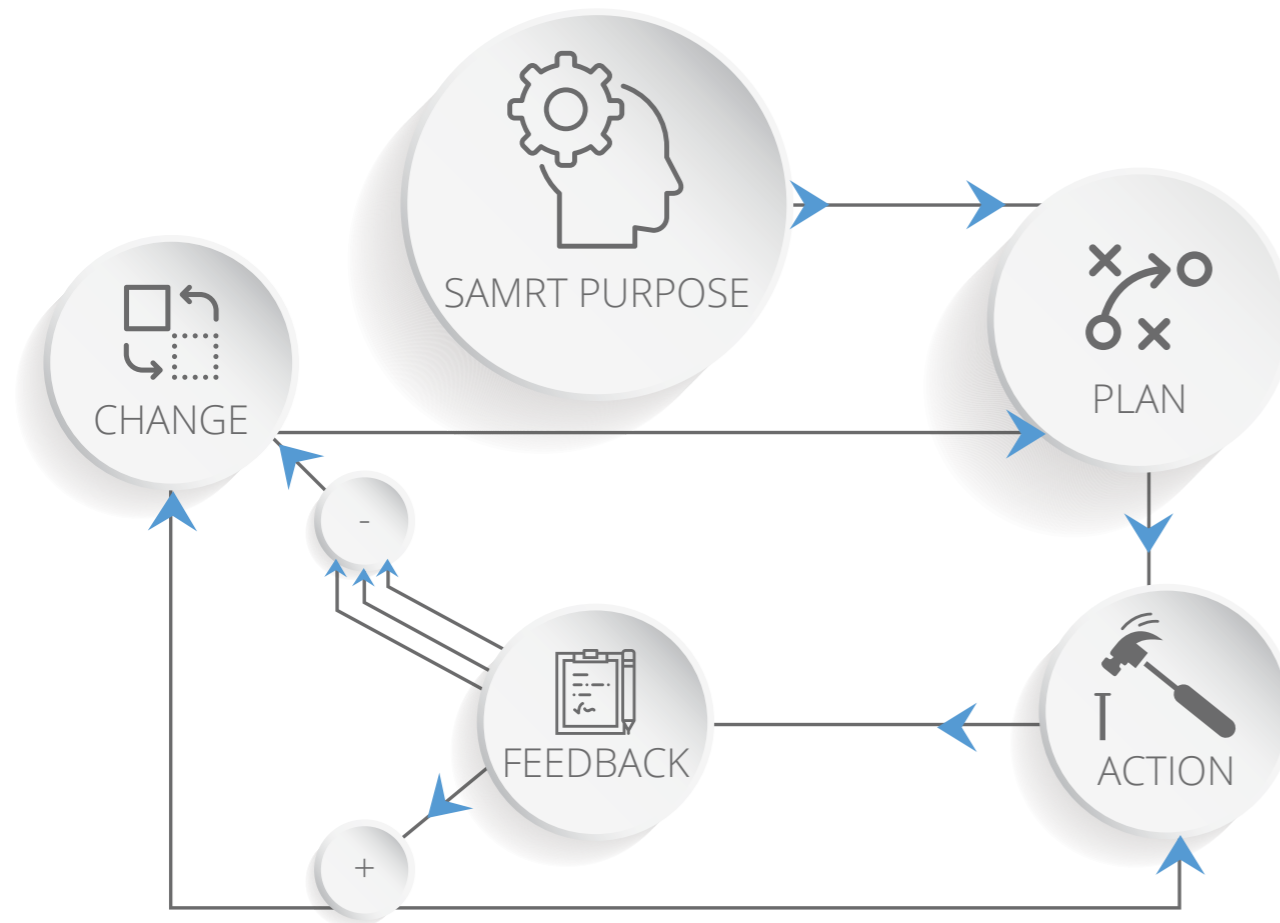
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WE KNOW NOW THAT LEADERSHIP SKILLS CAN BE TAUGHT. LEADERSHIP SKILLS ARE NOT "GIFTS FROM THE GODS" BESTOWED ON ONLY A SELECTED FEW. LEADERSHIP SKILLS ARE NOT A PART OF THE GENETIC CODE. THERE IS NO SUCH THING AS A "NATURAL BORN LEADER". LEADERSHIP SKILLS ARE SKILLS. THEY ARE VERY EASILY LEARNT.

IN ESSENCE, LEADERSHIP BOILS DOWN TO LEARNING AND APPLYING THE SEVEN STEPS OF THE SUCCESS FORMULA CYCLE. THE SUCCESS FORMULA IS A CONTINUOUS IMPROVEMENT CYCLE. THE SUCCESS FORMULA IS A SYSTEM OF SEVEN STEPS THAT ARE CONTINUALLY REPEATED, EVERY SINGLE DAY.

BY LOOKING AT THIS DIAGRAM, YOU CAN SEE HOW THE SEVEN STEPS ARE RELATED.

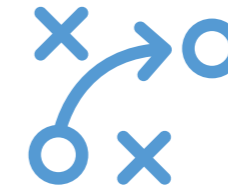


If you study the Success Formula Cycle, you will notice that it suggests a series of seven questions that you could ask every day.

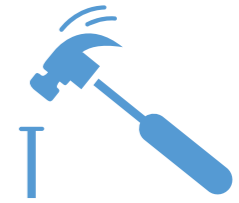
Have a look at the formula, and you will see the following seven areas of interest.



WHAT IS THE PURPOSE, OR GOAL?



WHAT IS THE DETAILED WRITTEN PLAN?



WHAT ARE THE TOP PRIORITY ACTIONS?



WHAT POSITIVE FEEDBACK RESULTS HAVE WE BEEN GETTING RECENTLY?



WHAT NEGATIVE FEEDBACK RESULTS HAVE WE BEEN GETTING LATELY?



WHAT CAN WE LEARN FROM THE NEGATIVE FEEDBACK RESULTS, WHICH WE CAN NOW USE TO MAKE ADAPTIVE CHANGES TO OUR ORIGINAL PLAN OF ACTION, THAT WILL IMPROVE THE CURRENT SITUATION AND GET US CLOSER TO OUR GOAL?



IN RELATION TO WHAT IS ALREADY GOING WELL; WHAT CAN WE IMPROVE UPON AND MAKE IT EVEN BETTER THAN IT CURRENTLY IS?

As part of your leadership training, a very good thing for you to do would be to memorise these seven questions and ask them of yourself and others, every day.

The act of asking these questions compels your mind to think in terms that are consistent with the success formula.

If your mind is thinking in terms that are consistent with the success formula, then you will inexorably be drawn into successful results, because; you become whatever you think about.



THE MAGNIFICENT SEVEN SUCCESS FORMULA QUESTIONS NEVER CHANGE.

The Magnificent Seven Success Formula questions are the best way to ensure that your mind is functioning as it should.

Your mind is designed by nature to be a goal striving, problem-solving, action orientated, success mechanism. If you use it as such, you will get the best performance from yourself.

You will feel terrific as you make progress towards ever higher levels of personal achievement.

The Magnificent Seven success formula questions never change. Once you know them, you know them. They are invariable, immutable and you could easily commit them to memory.

Although the questions never change, what DOES change are your ANSWERS to the questions. The answers to the questions are different for every individual. And the answers to the questions are always changing.

To be a leader, all you have to do is to keep asking and answering the same Magnificent Seven Success Formula questions in the order that they are given.

The answers you give to these questions will form the basis of today's plan of action.

THE FORMULA IS SO SIMPLE A CHILD COULD DO IT.

In fact, children DO do it. Children use the success formula all the time, except that they do not write their plans down, they just act: they look at the feedback results, and they continually and rapidly change. Children make continuous, progressive, evolutionary changes to their behaviours, every single day.

In their preschool years, children make huge and uninterrupted progress.

Then, somewhere along the line, they change. They stop using the success formula, because somewhere along the line, they learn to avoid negative feedback, criticism and change.

Children grow up and they drop off the success formula. They become afraid to set high-value goals; they become afraid of negative feedback; they start to crave praise and positive attention. They become resistant to change, and they start to fight any suggestion that they should improve upon their current levels of performance.

Children grow up and become adults. And in the act of growing up, they lose that capacity for rapid development and adaptive change.

In order to regain that ability to make rapid progress, like we all did when we were kids, we need to rediscover what we instinctively already know. We need to rediscover the success formula.

The basic success formula is PURPOSE, ACTION, FEEDBACK, CHANGE.

In the adult version of the success formula, we have an advantage over the kids. We can insert "Detailed written plans".

We don't have to act like children and use blind trial and error learning. We can think it through and plan our responses in writing, in advance of taking action. Kids can't do that. But we can.

So the adult version of the success formula includes detailed planning.

Clear purpose, detailed written plans, consistent action, gather the feedback, make adaptive changes and keep making progress based on the feedback results your current actions are creating.

It seems simple. And it is simple. But it is not easy.

THE SUCCESS FORMULA IS SIMPLE, BUT NOT EASY.

It is simple to ask the questions, it is not always easy to answer them, and it is never easy to rewrite plans, take new actions, absorb criticisms and defeats; and make yet another change.

That is not easy. But you can do it.

Because if you do it, you will be living a dynamic and progressive existence and if you don't do it, then you will be living a static, non-progressive existence.

As the team leader or manager, you know that, on the technical level, you are very good. In your role as an effective and inspirational leader-manager, you recognise that there may be some gaps. Now you are searching for a method to help you to improve your skills as a team-leader and manager

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COURSE LEADER



Jeremy Stunt is an accomplished training facilitator and executive coach and brings rich experience from leading management and leadership workshops to well over 5,000 executives. Jeremy also combines a unique blend of Ontological coaching and neuroscience with over twenty years of personal leadership experience in demanding settings. He helps senior executives with transformational change to improve performance and to help them to become more resourceful and resilient. He also has a strong interest in helping others achieve greater personal authenticity.

Jeremy grounds his work in neuroscience to provide additional rigour and validity which he finds especially helpful with people who might

otherwise be uncomfortable exploring subjects like emotional regulation, emotional intelligence or stress management. As a coach, Jeremy uses an ontological approach which operates at a deep level of learning to produce major shifts in perception and behaviour through the domains of language, emotions and physiology. Jeremy brings immediate credibility and gravitas to coaching and facilitation. His leadership experience comes from running his own businesses and from holding regional Chief Operating Officer and Chief Finance Officer positions during periods of immense change within businesses such as Standard Chartered, Cazenove Asia and ING Barings. Jeremy is based in Hong Kong and has lived in Asia since 1997.

OVERVIEW

Organizations depend upon capable leadership to guide them through unprecedented changes. We believe the Financial turmoil that we are currently observing has something to do with leadership, and that if we don't change our current approach to leadership development, we will see even more of the same.

Surveys of CEO's show that CEO's believe the one factor that will determine their fate is "the quality of their leadership talent". Yet many top executives bemoan the lack of leadership bench strength in their companies. Can we count on the next generation of leaders to step up once they are in position? Or are we seeing evidence of a talent gap that cannot be closed and will result in even greater numbers of high-profile failures?

Without proper leadership, even the best and boldest strategies die on the vine, their potential never realized. This Masterclass will focus on how to make the transition from management to leadership in the modern organization; How to deal with the diverse expectations of the modern organization; how to lead a multi-generational workforce and how to separate important information from the masses of data that confront us every day so that we can make effective and evidence based decisions.

Quest Masterclass

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