



The Institute of Asphalt Technology
Irish Branch

Lessons in Leadership



Agenda

Model for Performance

Language

Tell/Ask Balance

Model for Performance

Purpose (Why)

Results (What)

How to Achieve (How)

Resources (Able to)

Motivation (Want to)



Language

Abstract Language

Concrete Language

Emotional Hijack – Killing Intelligence

Tell Ask Balance

Questions – Open and Closed

Questions – Leading

Questions – Opportunity for Learning

