

# SEMINAR 1

## THE CHALLENGE OF LEADERSHIP

**In your first seminar, you'll have the opportunity to reflect on your leadership. This is where the journey begins.**

**We set aside time to work through three critical questions:**

**What's the industry challenge that concerns me most?**

**What do I have going for me as a leader?**

**When am I most energized?**

**Most motivated?**



By asking yourself these questions, we believe you'll find your "sweet spot"—where you marry three things: a clear need, your passion, and your innate skills that you can bring to bear. Any one of these things alone is not enough, but when you have all three, magic happens.

We believe that taking personal stock and reflecting on your passions, your skills, and your concerns first—before you dive into the how-to's of your idea—will lay the groundwork for a successful and satisfying venture.

During this seminar, you'll have the chance for individual reflection time using the following exercises for discussion and feedback in small groups, and for a presentation of your early thinking to your classmates.



## VENTURE REFLECTION EXERCISE 1

This exercise will allow you to reflect on the first two areas critical to helping you identify your sweet spot, or idea for your venture. Just like Gandhi, we'll ask you to reflect on what you are facing and what you have going for you.

### WHAT CONCERNS ME?

**When I look across the finance industry today, and my part in it, what opportunities and challenges are we facing? How can the finance industry be a greater force for good?**

1. What are my core values?

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2. What industry challenge concerns me most (i.e. presents the greatest affront to my core values)?

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3. What needs to be done with and for the finance industry?

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4. What opportunities do I see as a finance leader to take action on what needs to be done?

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# WHAT DO I HAVE GOING FOR ME AS A LEADER?

## 1. What are my skills and competencies?

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## 2. What are my talents and passions?

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### 3. Who are my contacts and networks?

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#### 4. What business or organizational platform(s) do I influence or control?

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MY VENTURE SWEET SPOT

## VENTURE REFLECTION EXERCISE 2

Now let's take a look at the last area critical to help you identify your sweet spot. Spend some time focusing on what really makes you feel motivated.

### WHEN AM I MOST MOTIVATED?

#### 1. What motivates me?

(Examples: Setting a positive example for my kids. The opportunity to work with great people committed to making a difference in their communities/countries. Being able to connect people who, together, can accomplish even more than they do already. Solving problems that others have been unable to. Proving people wrong about how far and fast a process can be driven. Seeing the light go on in someone's eyes when I've taught them something.)

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#### 2. When in my life have I felt the most energized and alive?

(Examples: When I was challenged to step up and run a company for the first time. When I've been thrown into situations foreign to me without a safety net. When I was juggling family, work, and personal growth and doing it right. When I was part of a fun, high-performing team. When I was learning something fresh and new every day. When I could put my talents to work to help others to learn things that it took me far too long to learn myself.)

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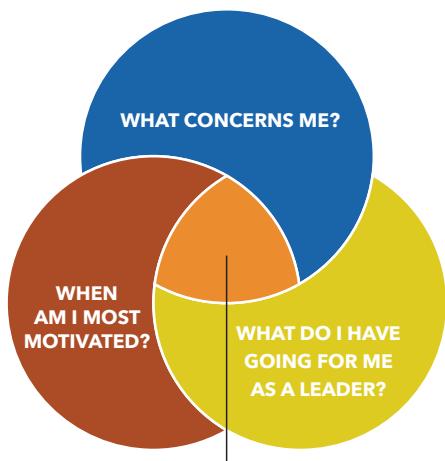
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### MY VENTURE SWEET SPOT

1. The challenge or opportunity facing the finance industry that concerns me most is...

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2. What I have going for me as a leader in the finance industry is...

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3. I'm most motivated when I...

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4. What I might do as a leader to have a real impact on this industry challenge is...

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## NOTES