STAGE OF MOTIVATION SITUATIONAL LEADERSHIP SELF **BOSS GOOD INFLUENCE BAD INFLUENCE PARENT Passion** Obsession I love my family, I love working on **LOVE** I love how we all keep Inspiration Addiction community and projects like our rooms clean I love to... organization this together Irrelevance Legacy Interests Vices Let's make a game out Let's go on a nice retreat **ENJOY** I enjoy having a good Enjoyment Lust of keeping your and focus on getting this time and my interests I like to... room clean project done Games Brawl **Teamwork** Peer-Pressure CONNECT I want to contribute Let's clean up your Let's work together as Affiliation Coerce to our team and help room together so that a team and get this I want to... project done everyone grow we can go have fun Union Compel **Personal Glory** Respect **DUTY** In our family, we take In our organization, I have a duty to Pride Recognition myself and those pride in keeping our we take pride in I need to... around me home clean getting projects done Prestige Conceit Reward Greed If you get this project **BENEFIT** I weigh costs and benefits carefully If you clean up your Profit Horde done, you will get a room, I'll give you \$5 I choose to... nice bonus Cost/Benefit Loot Information Allegation The data shows that Research shows that I keep informed of the Facts Rumors kids who keep their this project will open latest information know to... rooms clean earn more doors for new growth **Studies** Gossip Rank **Posturing** I'm the boss, so you The only person I I'm your parent, so Uniformity Pretense really have control need to do you have to clean up this project over is me your room Order Control Crisis Terror If you don't clean up Get this project done I have to produce or Recovery Abuse your room, I'll have to or you will be passed I'll get into trouble punish you over for a promotion Relief Contempt TRUE LEADERSHIP **TOXIC LEADERSHIP** SKILL **PASSION OPPORTUNITY LEADERSHIP** 

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(Those Given or Taken)

Genuine leaders do things in a way that others want to follow. There are true and toxic leadership styles. A true leader has their personal life in order (called Core IQ) and an authentic drive to build the team. Toxic leaders are typically the result of leaders putting personal interests ahead of the organization. The *Eight Stages of Leadership* is an assessment tool used to identify the primary and secondary drivers of leadership style and organizational culture. Leadership is about motivating ourselves and others while enjoying long-term, sustainable growth. True leaders are aware that Stages 1-3 are the highest forms of leadership and facilitate the greatest growth. ©2019 Core IQ. All rights reserved.

(Stage of Motivation)

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(Talent x Training)



(Traits that draw others in)

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