



How to Lead When You're Not the Leader

Video Transcript

[Video: The words "IU" on crimson banner left]

[Video: The word "DAY" on red banner right]

[Video: Two banners come together to form IU DAY banner]

[Words appear and encircle top and bottom of IU Day banner: ALL IU. ALL DAY.]

[Words appear on black film strip with IU DAY banner at top: CAREER MASTER CLASS: HOW TO LEAD WHEN YOU'RE NOT THE LEADER]

Kendell Brown speaks: Motivating co-workers can be hard if you're not the boss. Learn to lead, influence, and inspire others.

[Video: IU Kelley School of Business logo appears]

[Words appear: How to Lead When You're Not the Leader, CAREER MASTER CLASS]

[Words appear: Kendell Brown, Associate Director, Graduate Career Services, Kelley School of Business]

How do you get people to act when you don't have authority? The best leaders don't need a powerful title to make things happen. Here's how you can start to inspire the people you work with.

[Words appear: TIP #1 Be confident.]

If you speak confidently, and in a manner that underscores a belief in what you're saying, you're likely to get others to agree. People want to follow someone that is self-assured. Speak with certainty and assurance.

[Words appear: TIP #2 Be visionary.]

Another way to ensure that people listen to you, and respect your ideas, is to present a clear vision. The vision is the compass for your project. Think of the vision as a goal. When everyone knows the goal, and sees your vision, they'll begin to appreciate how their contributions fit.

[Words appear: TIP #3 Be flexible.]

While it is key to state your point of view, it is equally important to be receptive to others. An outside idea may just be what is needed to make a good idea, great. When you give people an opportunity to include their viewpoint in your plans, they are more likely to support you.

[Words appear: TIP #4 Be open to feedback.]

Feedback lets you know if your leadership is effective. Getting frequent feedback gives you time to course correct if necessary, and lets you know what's working. You may not have the formal authority to get things done, but it's not always necessary. Use these strategies to become a stronger influence in your company regardless of your position.

[Words appear: IU KELLEY SCHOOL OF BUSINESS, GO FROM MOMENT TO MOMENTUM]

[Words appear on black film strip with IU DAY banner at top: CAREER MASTER CLASS: HOW TO LEAD WHEN YOU'RE NOT THE LEADER]

[Transcript ends.]