

# LEADERSHIP AND MANAGEMENT

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There are some fundamentals that everyone who is in a Leadership or Management position should know.

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Fundamentals for your role:

- Understand all the elements of The Buying Cycle
- It will help you forecast more accurately
- Understand where are your team and key individuals on the Will / Skill Quadrant
- Understand various other quadrants

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## Fundamentals for your personal profile

- How are you viewed by those around you?
- The difference between a Leader and a Manager
- What you need to do to get to the next level
- What does success look like?
- Your personal profile
- How are you looking at your team?

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Other areas to consider:

- What are you as a Leader / Manager?
- What are your values?
- What are your team Values?
- Your negotiables and non- negotiables?
- Does your team know all or some of these?

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- Start by arranging an introductory meeting via Calendly (free of charge).
- Go to [Stooz.co.uk](https://stooz.co.uk)