



**The Green Platform Leadership  
Challenge:**

***Great Green Platform Leaders Create  
Other Green Platform Leaders,  
Not More Followers***

Success has a structure and failure has a structure. Success leaves tracks. One of the real paradigm shifts in the formula for success is to move from management to Green Platform Leadership. Management got us to where we are. Green Platform Leadership will take us to the next level, to where we want to go:

1. Green Platform Leaders have a Clear Inspiring Compelling Vision.
2. Green Platform Leaders have a Blueprint or a Plan to implement that Vision.
3. Green Platform Leaders have Powerful Values underpinning that Vision, like great batteries of positive energy.
4. Green Platform Leaders have a Clear Picture or Image of what the Vision means in their team.
5. Green Platform Leaders have a laser-beam focus on Clear Goals that they can easily measure.
6. Green Platform Leaders have a powerful support Feedback and Self-Correction Mechanism built in with their PDR system and their Reward and Recognition program. They have a highly visible scoreboard to measure goal-achieving progress. They know that what gets measured gets managed. They enable each member of the team to hold each other accountable in a highly supportive manner.
7. Green Platform Leaders continually strive to grow as Leaders.
8. Green Platform Leaders know true measure of Green Platform Leadership: Influence. Nothing more and

nothing less. Green Platform Leadership is spelled: I-N-F-L-U-E-N-C-E.

9. Green Platform Leadership is the lid that determines people's level of effectiveness. They continually lift that lid.
10. Green Platform Leadership develops day by day. It's an on-going process and everyone learns from each other.
11. Green Platform Leaders are navigators. Anyone can steer the ship. It takes a leader to chart the course. In Alaska where a pack of dogs pull a sleigh the dog in the front has a different view from all the other dogs.
12. Green Platform Leaders lead by serving others. That's how they add value. The best Green Platform Leaders are the Servant Leaders. People who want to be great leaders must embrace the attitude of service to others. A person can serve without leading but a Green Platform leader cannot lead without serving. There's a huge difference between a self-serving leader and a serving leader. True leadership has nothing got to do with one's level in an organization or company. It's about creating the space where people can flourish and be the best that they can be. Where each person can be "master of their fate and captain of their soul" in order to better serve the team. Everything rises and falls on leadership. So how do Green Platform leaders **SERVE?**

1) **See** the future. See 2016 Vision. The you you see is the you you'll be. See the vision. Be the vision. See who you can be, what you can do and have and who you can help.

"What kind of person must I become to achieve this Vision? Not only what will I achieve, but also who will I be for the other team members and for our customers in the process? What must I let go that I am clinging to but that's holding me back? What are my limiting beliefs? What must I let emerge from deep within me? What gifts, talents, attributes do I have, does the team have that we can and must unleash to achieve this Vision?"

2) **E**ngage and Develop Others. Green Platform leaders are learners. Continue to grow and develop. Education is a core value at every level. Their passion is to enable engagement, not compliance.

3) **R**einvent Continuously. Green Platform Leaders have a passion for continuous improvement and innovation. They improve and when the moment is right they innovate. They know when not to train a faster horse; they know when it's time for the horseless carriage. They embrace change and know that we change best when we change together. They prize flexibility and emotional resilience as key qualities in achieving their Vision

4) **V**alue Results and Relationships. People will not give you their hand until they can see your heart. They don't care how much you know until they know how much you care. Results matter. There are those who make it happen and then there are those who make excuses. Ultimately we get tasks accomplished and goals exceeded through relationships.

5) **E**mbody the Values. They are the change they want to see in the company. If you want passion, they are a source of passion. If you want fun, they are a source of fun. If you want joy, they are a

source of joy. They are the change they want the vision to bring about.

Their desire determines their destiny. Look at the passion of great leaders: Gandhi for human rights, Martin Luther King for equality, or Bill Gates for technology. To move beyond an ordinary life we need great desire. Weak desire brings weak results just as a small fire creates little heat. They know that the stronger your fire, the greater your desire and the greater your potential. They know that the only way to have that kind of desire is to develop passion.

Their passion will have more influence than their personality. Passion makes the impossible possible. Human beings are so made that when anything fires the heart impossibilities vanish.

A Green Platform Leader with great passion and few skills always outperforms a leader with great skills and no passion. They know you cannot lead something that you don't care passionately about. They know that you can't start a fire in your team unless there is first one burning in you.

They don't light fires *under* people. They light fires *in* people.

13. Green Platform Leaders continually build trust. Trust is the cement that binds great teams together. Their own integrity is central to building this trust. Two thirds of technology companies fail, and very often it is because of the softer issues such as people not making decisions, or being in bad moods or being resentful. They know that you cannot build a relationship with another person without being willing to make a commitment to them personally.

The capacity to understand what you can trust people for and what you can't is a vital skill. When people trust a leader they feel safe. When they do something extraordinary for another team member, when they go the extra one or two miles, there's a great sense of "They would have done the same for me!" about the team. It's trusting that you will be there for me and I'll be there for you.

14. Green Platform Leaders have respect. They earn it. Authority can be given. Respect is earned.
15. In decision-making, Green Platform Leaders weigh up the numbers but ultimately lead from their gut, their intuition.
16. Green Platform Leaders are magnetic. They attract an inner cabinet of great people around them. They have the passion to make a difference with others.
17. Green Platform Leaders easily connect with people. Green Platform Leaders touch a heart before they ask for a hand. Green Platform Leaders are smart with heart. They have both intellectual and emotional intelligence.
18. Green Platform Leaders surround themselves with a variety of great inspiring people. People with different talents, abilities and strengths. They have the capacity and drive to translate vision into reality know and appreciate the value of people.

They don't just listen to the opinions of others, they seek them out. They make sure that every member of their team has the opportunity to make a meaningful lasting contribution.

They realise that their most important contribution as a leader is to develop their people, give them room to grow, and inspire them to reach their full potential.

19. Green Platform Leaders know that success equals enthusiasm focused like a laser beam on crystal clear goals. They know that we *do* matters! They know that when all is said and done there's normally more said than done.

When 150,000 workers were asked to name the top goals of their companies only about 15% could answer the question.

Of that 15%, only 40% knew what to do about the goals.

About 9 percent felt a high level of commitment and engagement.

When you walk down the corridors of your company, for every 100 people you pass, only 15 might know what your company's top priority is. If you take those 15 aside, you'll find that only 6 of them know what their role is in achieving that priority goal.

Six out of 100 or 3 out of 50 are not enough to get you through this economic terrain.

In other words, most people do not know what the top goals of the company are, and for those who do they don't know what to do to achieve those goals.

Green Platform Leaders communicate at all levels and hold lots of fast 10 minute stand-up meetings to review progress and get total buy-in to goal achieving strategies.

20. Green Platform Leaders know that with firm priorities in place, and a thorough knowledge of high value

activities the key then is to concentrate on speed rather than direction, and then to rely on the timely use of in-course correction.

They know that the ready, **fire**, aim approach can get us quickly through logjams particularly when these have been caused by a company's reluctance to act until the perfect solution is found. They don't descend into procrastination due to perfectionism.

The difference between a gun and a guided missile is instructive here. Guns are not much good at moving targets, and most worthwhile targets are moving these days. Guided missiles are needed instead of guns.

Green Platform Leaders develop action-oriented cultures, because when targets are moving, and only in range for a moment, *speed is more important than direction*.

21. Green Platform Leaders do not grab a machete and head into the jungle and say: "Follow me!" Rather they look at the gifts and talents and strengths of each team member and ask themselves:

"How can I leverage all this talent? How can I build the individual strengths of each member of the team? How can I create the space where this person can become more than they've ever been before ... more than they've ever dreamed of being."

The goal of a Green Platform leader is to understand what motivates people, and leverage that ... not just show them a path.

22. Green Platform Leaders know the power of the Enneagram to motivate and lead people. They understand that we have nine different energies

within us. Nine different ways of being motivated or stressed, nine different ways of managing time, nine different ways of communicating and nine different ways of influencing, buying and selling. They know how to help people become healthy and hit peak performance within each energy.

23. Green Platform Leaders know that that biggest challenge is to make the transition for being a leader of followers to being a leader of leaders. Green Platform Leaders who develop Green Platform Leaders multiply their ability. This is the key paradigm shift.
24. Green Platform Leaders empower and let go. They delegate. (Not abdicate.) They delegate the “what” but not the “how.” They don’t take the creativity out of it. They know that only secure Green Platform Leaders give power to others. They don’t delegate the driving of the car to a first-day learner driver. They only delegate to high performance people. They understand how to unleash the freedom to deliver peak performance.
25. Green Platform Leaders know that there can be no real and lasting change in the team without the full, active and conscious participation of their people.

They know that essence of dramatic form is to let an idea come over people without its being plainly stated.

When you say something directly it is simply not as potent as when you allow people to discover it for themselves.

They know that people ultimately decide for themselves and in the end all education must be education towards the ability to decide.

They know that you cannot teach people anything - you can only help them to discover it for themselves.

They remember and live Gibran's words:

*"No person can reveal to you aught  
but that which already lies half asleep  
in the dawning of your knowledge.  
If the teachers are indeed wise  
they do not bid you enter into the house  
of their wisdom,  
but rather lead you to the threshold  
of your own mind."*

The Green Platform Leaders' participatory team building mindset is as powerful as Lau Tsu's mindset many years ago in China when he spoke about the best of leaders:

*"Go to the people  
Live with them  
Love them  
Start with what they know,  
Build with what they have.  
But with the best of leaders  
When the work is done, the task accomplished,  
The people will say,  
We have done this ourselves!"*

Ultimately Green Platform Leaders know that the quintessence of pure leadership is friendship.

26. Green Platform Leaders walk the talk. "How you live your life speaks so loud I cannot hear a word you're saying!" Green Platform Leaders become the change they want to see in the team. This is crucial, as human nature seems to equip us to size up everybody in the world except ourselves. As St

Francis said, "we must preach the gospel, but only if necessary use words."

27. Green Platform Leaders know that people buy into the leader and then into the shared Vision.
28. Green Platform Leaders are always looking for way to help the team to get over the line and win.
29. Green Platform Leaders have an ability to easily prioritise. They know instinctively that 20% of their activities delivers 80% of their results.

They are always moving from the 20% to the 4% (20% of the 20%) to the 0.8% (the 20% of the 4%, the Bull's Eye).

The great Green Platform Leaders live from the perspective of the 4% and the 0.8%. They are real "Bull's Eye" people. They naturally focus on the vital few rather than the trivial many.

They know that activity is not accomplishment. They are not busy fools or headless chickens. They work smarter not harder. They know how to prioritise around the important things. They know that things that matter most must never be at the mercy of things that matter least.

30. Green Platform Leaders have a sense of urgency. They do it now. Their mantra is: "Don't get it right, just get it going!" They know that then they will self-correct along the way to getting it right. They know that they cannot get it right if they don't get it done.
31. Green Platform Leaders have passion and fun. They know that the world will belong to passionate, driven Green Platform Leaders, people who not only have

enormous amounts of energy, but who can energise those whom they lead.

32. Green Platform Leaders have an incredible steely discipline to do what they say they'll do. Implementation is their personal hallmark. They walk their talk. They don't just know what to do; they do what they know. They start each day with their five most important tasks written down. If they think it they ink it. They do the toughest, the hardest one first and get in that success-achievement mode early in the day. They understand the power of the BANJO method: Bang A Nasty Job Off early in the day. They know they never have to recover from a great start.
  
33. Green Platform Leaders have optimistic persistence. While they recruit based on talent and motivation, above all they recruit based on optimistic persistence. This component is could be called "dogged pursuit!" To do what it takes.

This means a thorough knowledge of the difference between persistence and stubbornness, and the vital importance of knowing when to stop.

They know that organisational energy is precious and must not be squandered if momentum is to be sustained ... but flexibility of approach is just as precious. They understand what is worth pursuing through thick and thin and what is not worth pursuing. They know that it is not the strongest of the species that survive, nor the most intelligent, but the ones most responsive to change.

34. Green Platform Leaders have this persistence of dogged pursuit, this goal activated heat-seeking-missile approach and it is always based on a powerful "why?" Then know that if they have a powerful "why"

they can go through any “how.” They know the 80% of the energy to achieve any goal comes from a powerful “why,” reason or purpose. They know the implementation power of the burning desire. They don’t just tell people the “what,” they also tell them the “why.”

35. Green Platform Leaders easily multiply themselves. They create Green Platform Leaders to deliver explosive growth. They find ways to multiply everything that they do or say. They utilise the power of Social Media and every other kind of multiplying media.
36. Green Platform Leaders are passionate about their team member’s success. They know each person’s vision, values and goals. They help person to be successful in the most effective and the most efficient manner.
37. Green Platform Leaders take responsibility while others are making excuses. The leader’s key empowering questions that permeate down to each team member are: “What can I?” or “How can I?” They know the power of these empowering questions because they imply action and exclude blame. They have responsibility: the ability to choose their response. They never ever go into blaming, moaning, complaining victim-story mode on the Red Platform.
38. Green Platform Leaders see the possibilities in a situation where other people only see limitations. They know that every crisis and problem has an even bigger solution and opportunity within it. They know how to excavate for that opportunity or solution.

Green Platform Leaders inspire a passion for the possible. Green Platform Leadership is all about the

release of human possibilities. One of the central requirements for good leadership is the *capacity to inspire* the people in the team: to move them and encourage them and pull them into activity, and to help them to get centred and focused and operating at peak capacity.

A key element of this *capacity to inspire* is communicating to people that:

- (1) They believe that they matter, and
- (2) They know they have something important and unique to give or contribute.

The confidence they have in others will to some degree determine the confidence they have in themselves.

They know that if one is leading, teaching, dealing with young people, or engaged in any other activity that involves influencing, directing, guiding, helping or nurturing, the whole tone of the relationship is conditioned by one's faith in human possibilities.

This is the generative element, the source of the current that gives life to the relationship

They know that success is not measured by they do compared to others, but rather what they can do compared to what they are capable of doing.

39. Green Platform Leaders evoke in others the capacity to dream. They dream daytime dreams and always figure out plans to make their dreams come true.
40. Green Platform Leadership is the power of one harnessing the power of many. The do this by empowering other people

41. Green Platform Leaders live the Five “**E**”s of Empowerment

(1) **E**nthuse ... about vision, mission, goals, objectives, organisation, and quality, being the best.

(2) **E**xplain clearly, objectives, decisions, plans, and clear message.

(3) **E**liminate ... toxic destructive negative thinking – whinging, whining, complaining, moaning, groaning, and all that “poor me” victim “can’t” saturated, *blaming mode* language. Eliminate the buckets of misery of the comfort zone addicts, the motivation killers and energy vampires.

(4) **E**ncourage ... by consulting, active listening, recognising effort and achievement. Catching people doing things right. Catching improvement. Shining a light on what is right or even better.

(5) **E**nergise ... by delegating and *sharing responsibilities*, developing people’s unique gifts, talents, core genius and strengths, creating a team committed to excellence.

42. Green Platform Leaders’ credibility begins with personal success. It ends with helping others achieve personal success.

Jim Whittaker was the first American to climb Mount Everest. What gives him the most fulfilment as a mountain climber?

“I have helped more people get to the top of Mount Everest than any other person. Taking people to the top who could never get there without my assistance is my greatest accomplishment.”

43. Other Green Platform Leaders say, “Go!” Green Platform Leaders say, “Let’s go!”
44. Green Platform Leaders see Green Platform Leadership as relational, not positional.
45. Green Platform Leaders don’t have people working “for” them. They have people working “with” them.
46. Green Platform Leaders have all had their defining moments. They have become better Green Platform Leaders by experiencing defining moments and responding to them correctly. Each day Green Platform Leaders face defining moments:  
  
Opportunities to do something new, to re-evaluate priorities, to clarify a new vision, to make a Quantum Leap to a new level.
47. Green Platform Leaders are great listeners. They seek first to understand, then to be understood. They know that sincere listening builds trust.
48. Green Platform Leaders always work out of their Strength Zone and enable and empower others to work out of their Strength Zone. They build people’s strengths and manage around weaknesses. They make people’s strengths effective and their weaknesses irrelevant.

They don’t send their eagles to duck school. They don’t hire a pianist with no hands. They don’t teach hens to swim or fish to fly. They see people as keys

and they always find the right lock for them to open. They never use the wrong key for the wrong lock.

They help people to become more and more of who they really are. They create the space where people can become more than they've ever been before, more than they've ever dreamed of being.

49. Green Platform Leaders always challenge people to move out of their Comfort Zone, but never out of their Strength Zone.
50. Green Platform Leaders know that their first responsibility is to define reality, warts and all. They face reality as it is, not as they wish it were.
51. Green Platform Leaders are objective enough to minimise illusions. They understand that self-deception can cost them their vision. A series of good decisions only come from confronting the brutal facts.
52. Green Platform Leadership is seen primarily in the team members. When things go wrong they look in the mirror and ask, "How Can I?" "What Can I?" questions. When things go well they look out the window and point to their people and give them credit. They know that it's astonishing what can be accomplished when no one cares who gets the credit.
53. Green Platform Leaders have two qualities: First they are going somewhere. Secondly, they can influence and persuade other people to go with them.
54. Other leaders inspire people to have confidence *in them*. Green Platform Leaders inspire people to have confidence *in themselves*.

55. Green Platform Leaders are passionate about the personal growth of their people. They know that the growth, development and transformation of people are their highest calling as a leader.
56. Green Platform Leaders may impress others when *they* succeed, but they impact others when *their people* succeed.
57. Green Platform Leaders lift up others. They lift people's vision to higher sights. They raise people's performance to higher standards. They build people's personalities away beyond their normal limits.  
  
They are never entrapped by the "seduction of safety!" They know that big ships are safe in harbours, but big ships were never built to sit in harbours.
58. Green Platform Leaders know that it is better to know the important things rather than knowing everything.
59. Green Platform Leaders have the ability to reduce the complicated to the simple.

*"The business schools reward difficult complex behaviour, more than simple behaviour, but simple behaviour is more effective."* Warren Buffett.

*"I wouldn't give a jot for the simplicity this side of complexity; but I would give my life for the simplicity the other side of complexity."* Ambrose Bierce

*"Keep it simple; make it fun!"* Albert Einstein

60. Green Platform Leaders know that when it comes to success it's not the number of mistakes you make. It's the number of times you make the same mistake.

Failure is the fuel to get it right next time. There is no such thing as failure, only feedback. The only mistake is not to learn from a mistake. They know mistakes are vile: Very Interesting Learning Experiences.

61. Green Platform Leaders always ask, "What are we missing here?"
62. Green Platform Leaders continue to learn and to grow. If you want to lead you must learn. If you want to continue to lead you must continue to learn. The biggest obstacle to discovery is not ignorance or lack of intelligence. It's the illusion of knowledge. Green Platform Leaders know that leadership and learning are indispensable to each other.
63. Green Platform Leaders know that laughter and learning go together. They have a great sense of humour. They take their work very seriously and but they don't take themselves very seriously. They live each day with an outrageous joy. They bring joy from deep within them to everything they do.
64. Green Platform Leaders know that experience teaches nothing. Evaluated experience teaches everything.
65. Green Platform Leaders know that the secret of a good meeting is the meeting before the meeting.
66. Green Platform Leaders know that good planning costs less than good reacting.
67. Green Platform Leaders never ever have to recover from a great start.
68. Green Platform Leaders think horizontally, focus on relationships, value cooperation, seek partnerships, build consensus and want to stand together.

69. Green Platform Leaders know that there is a choice in everything that they do: Red Platform or Green Platform. There are choices they make all day every day. They know that, "the choice you make makes you!" It's our choices that show who we really are far more than our abilities. It's attitude, not aptitude that determines altitude.
70. Green Platform Leaders are more afraid of an army of one hundred sheep led by a lion than one hundred lions led by a sheep. Great Green Platform Leaders are lions leading lions.
71. Green Platform Leaders know that people appreciate working for people who appreciate them. They know that the single biggest and deepest need in people is for appreciation and recognition.
72. Green Platform Leaders catch people doing things right. Green Platform Leaders catch people improving and doing things better. They know that we first learned to walk by remembering how we walked.
73. Green Platform Leaders look at people and see what is magnificent and noble and bright and brilliant and wonderful in people and bring it out of them.
74. Green Platform Leaders have positive expectations and know that these positive expectations turn into positive results.
75. Green Platform Leaders eliminate negative self-talk.
76. Green Platform Leaders focus on what they want, not on what they don't want.

77. Green Platform Leaders are magnets. They attract all the positive things they think about and talk about back to themselves and to their team.
78. Green Platform Leaders know that the most important person a leader leads is one self.
79. Green Platform Leaders work harder on themselves than they work on the team. They do not strive to be better than anyone else, but they always want to be better than they were yesterday.
80. Green Platform Leaders consistently keep it simple and make it fun. They know that most managers make it extremely difficult for people to do things, and extremely easy for people to keep emailing each other about doing things.
81. Green Platform Leaders dream dreams and enjoy every step of the journey to turn their dreams into reality.
82. Green Platform Leaders have integrity. Their word is their bond.
83. Green Platform Leaders are intensely present moment focused. They have a vision and goals and a blueprint. But they detach from the outcome and are fully present in the "now." They are 100% here, now. With you. Only you. Only this moment. Here, now they show up at their best. They give it all. And they give it now. They fuel every moment with the best that's in them now.
84. Green Platform Leaders know that their greatest gift to their team members is their positive emotional state. Their positive attitude and good humour. They

also know that this is a choice they make every day no matter what.

85. Green Platform Leaders are great communicators. They understand the two-way process of communication. They know that more than 65% of company problems come from poor communication.
86. Green Platform Leaders are cooperative. They understand live and Win/ Win and mutual benefit. Being cooperative rather than confrontational allows them to operate from a position of strength, without having to exert strength.

They are willing to negotiate with people for something they want and are willing to find ways to make them happy in return. They live by the law of mutual benefit. They understand the power and synergy of joint ventures.

They define great negotiation like this:

“I get what I want by helping you to get what you want in a way that we both feel good about the outcome.”

87. Green Platform Leaders are courageous. They have to be brave to be leaders. They are the people with the vision, asking people to follow them, trust them and their instincts and move off into uncharted territory.

Green Platform Leaders use planning, experience and resourcefulness to overcome their fears so that they can anticipate most of the likely hazards and roadblocks ahead and react appropriately to any unforeseen situations.

Green Platform leaders are strong enough and brave enough to make core vision and values decisions stick.

88. There is a huge difference between the old command and control reactive manager and Green Platform Leaders:

<b>Reactive Command and Control Manager</b>	<b>Green Platform Leaders</b>
Goes along with the crowd. Resists change. Resents and distrusts employees who know the their jobs better than the Leader.	Stimulates excitement, inspire teamwork, and mutual support. Everyone goes the extra mile. Looks for people who excel ... encourages and facilitates this quest for excellence.
Manager sees group problem solving as a waste of time. That's the manager's job.	Considers problem-solving the responsibility of team members.
Tight control of information. Communicates only what group needs to know. The drip factor. Employees feel like outsiders.	Communicates fully and openly. Welcomes questions. Allows team to do its own filtering. Team members feel like insiders.

Focus on incremental strategies	Nourish innovative open communication cultures ... focus on sweeping strategies
Consider dangers ... focus on problems	Sense and exploit opportunities
Service markets	Serve customers
Think rivals ... competition	Seek partners
Correct strategic weaknesses	Build on strategic strengths, model success
Wield authority	Apply influence
Seek uniformity ... well oiled machine	Seek unity ... everybody united behind a common purpose idea or vision
Formulate policies	Set examples
M B O (Management by Objectives) Only	M B W A Management by Walking Around
Control	Empower
Yearn for stability, permanence, predictability	Thrive on crisis/opportunity, evolution, dynamism, shared accountability, adventure, and healthy risk.
Duplicate	Originate
Reorganise	Rethink
Refine and reform	Revolutionise
Ask how	Ask why
Tell what to do	Explain why to do

Think logically	Think laterally
Perpetuate hierarchies	Strive for equality
Sceptical	Optimistic
Take charge	Empower and let go
Like formality	Love informality
Seek short term results	Seek long term results
Self-esteem based on position and power	Self-esteem based on competence and nurturing others
Instruct	Inspire
No need for a personal thank you or a written thank you note. This is what they're paid to do. So what's the fuss? Slow to recognise group achievement	<p>Catches people doing something right, and mentions it to them immediately.</p> <p>Personal and written "thank you" a matter of course.</p> <p>Sees that individual and team accomplishments are recognised.</p>

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89. We need managers. No question. Good management will get us a long way. But to get to the next level certain managers have to step up and become Green Platform Leaders. It's a different mind-set. It's a different way of thinking and doing. It's a paradigm shift. Here's a sample of that movement or shift in thinking and doing:

<b>Managers</b>	<b>Green Platform Leaders</b>
Do The Thing Right	Do the Right Thing
Efficiency	Effectiveness
Administer	Innovate
Maintain	Develop
Systems and Structure	People
Control	Trust
Organise & Staff	Align People In A Direction
Tactics, Structure & System	Core Values & Shared Goals
Short Term View	Take Long Term View
Ask "How?" & "When?"	Ask "What?" & "Why?"
Accept Status Quo	Challenge Status Quo
Focus on Present	Focus on Future
Eyes on Bottom Line	Eyes On Horizon
Detailed Steps & Timetables	Visions and Strategies
Predictability & Order	Embrace Change
Motivate to Comply with Standards	Inspire People To Change
Position to Position	Person to Person

Require Others to Comply	Inspire Others to Follow
Rules, Regulations, Policies, procedures	Outside Rules and Regulations
Given a Position, Tactics, Structure & System	Take Initiative, and Lead - Core Values & Shared Goals
Copy	Originate
Thinks Rivals, Competition	Seeks Partners Eyes On Horizon
Eye on the Job	Eye On the Horizon
Manage by MBO	Manage By MBWA and Having a Chat
Explain What to Do	Explain Why to Do
Take Charge, Control	Empower, Let Go

90. Green Platform Leaders are magnetic. They attract great people to work with them. They are not passive objects of history. They are “imagineers.” They imagine and create the future. They see budgets and goals like brick walls. They are only there to burst through like a test to see how much they really want something.

They truly create a positive can-do, creative, innovative Green Platform Culture and they know that this culture will eat strategies and plans for breakfast! Creating and maintaining this culture is the top priority of all Green Platform Leaders.