

Lead-up Principle #7

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Know When to Push and When to Back Off (David Deitsch)

When Should I Push Forward?

- Pick the timing of your battle - 4 questions to help
- 1. Do I know Something My Boss Doesn't but Needs to?
 - a. Maybe a great problem or great opportunity
 - b. Play it by ear - use your gut
- 2. Is Time Running Out?
 - a. Don't say it too late
- 3. Are my Responsibilities at Risk
- 4. Can I help my boss win?
 - a. If you see an opportunity to help accomplish their goals

When Should I back Off?

- 1. Am I promoting my own personal agenda?
 - a. What can you do for me? VS. What can I do for you?
- 2. Have I already made my point?
 - a. Communicate - Don't coerce- Don't Beat a dead horse
- 3. Must everyone but me take the risk?
 - a. Are you putting your resources at risk? Do you have skin in the game? If not, you may need to.
- 4. Does the atmosphere say "no"?
 - a. Look at the weather analogy. Pick a sunny day when possible.
- 5. Is the timing right only for me?
 - a. Timing should be right for everyone not just you
- 6. Does my request exceed our relationship?
 - a. Must be very careful that your requests are appropriate or you to end up on the bad side
 - b. Don't turn yourself into the baby that gets thrown out with the bath water

FORECAST	OUTLOOK	ACTION
Sunny	Visibility is clear and the sun is shining	Move forward
Foggy	No way to read weather conditions	Wait for the fog to lift
Partly cloudy	Sunny one minute, cloudy the next	Wait for the right moment
Rainy	Steady rain but no thunder or lightning	Move only in an emergency
Thunderstorms	Lightning could strike anywhere	Wait for the storm to pass
Hurricane	Gale force winds, damage is unavoidable	Run for cover