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Leadership: Learning the Laws and Curing the Clueless | April At C-Level

Couple of good articles for your reading leisure in this newsletter.

The 5 Laws article is our most popular piece. Originally published in 2007 (yes, really), we drag it out every couple of years as a good reminder.

The Clueless article, well, you'll recognize the players in your organization as you read through it.

the bottom of this newsletter if you'd like to ask a question for next month's AMA.

As always, let us know if we can help in any way – we're here for you. If you're wondering how specifically we can help, take a look here:

On to this month's **At C-Level:**

Executive & Leadership Team Coaching

Communicate with Certainty & Clarity
When good communication is a priority, crucial conversations become more frequent and every benefits from a better understanding of each other.

Make Better Decisions with Confidence
With exposure to third-party insights, executives can anticipate and see their blind spots and make good decisions with more perspective.

Find Greater Organizational Impact
Investing in executive team growth will prime your organization for growth through better engagement and operational excellence.

Operational Excellence in Leadership

When executives don't play well as a team, the privilege of leadership can feel more like a burden. Having nowhere to go for support can result in:

**BLIND SPOTS
MISUNDERSTANDING
SUBOPTIMAL DECISION MAKING
ORGANIZATIONAL RESISTANCE**

These build walls between executives and create a harmful ripple effect on your organization.

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Leaders don't have to get along, but they do work better when they do. *Kevin*

Take the 2023 SSL Survey!

The 2023 Survey of Senior Leadership is underway. This will be our Senior Leadership 14th year for the annual survey; the participant rate continues to grow, as does the validity and direct applicability of the data presented.

Still want to access the 2022 SSL? [CLICK HERE](#)

TAKE THE SURVEY!



WHAT
ARE THE
RULES?

The 5 Irrefutable Laws of Leadership -- *and they're non-negotiable, folks!*

D. Kevin Berchelmann

Leaders, new and old, sometimes lose sight of the most fundamental tenets of leadership. Here's a reminder...

I frequently tell executives that leadership – its concepts, theory, and core applications – haven't changed in a millennium. Demographics may have changed, forcing us to use alternative applications of those concepts, but the basic concepts and theory remain.

So, why don't we "just do it?" Sometimes we aren't motivated; sometimes the "time" just doesn't seem right. Maybe we simply forgot some of the basics... hence this article.

[Read Full Article](#)



Clueless is as Clueless Does ... *Dunning-Kruger vs Johari*

Kevin D. Ross

I'm going to catch hell for this by leadership academics, but I catch hell for a lot of things I write, so...

The big news from last month that isn't surprising describes how a mathematician proved the Dunning-Kruger effect isn't really a good reflection of human cognition.

Before you get bored by scientific-sounding jargon, enjoy John Cleese's version of the effect: "If you are really, really stupid, then it's impossible to know that you are really, really stupid."

For the non-academics, Dunning-Kruger says everyone thinks they're above average, but people who are above average tend to think they're less above average than they actually are, and people who are below average tend to think they're more above average than they actually are.

You following this?

ASK ME ANYTHING

Ask me anything. You know, the ubiquitous twitter-inspired “AMA.”

No, seriously, ask me anything. Actually, it's ask US anything, since there are actually two Kevins here, but there's no AUA initialism, so we're stuck in the singular.

We get questions all the time. *All the time*. So, we thought we would start sharing some of the answers here, as a way of learning for us all.

So, Ask Me Anything. ***Simply reply to this email and ask away.*** We'll select one for the month, and we'll put the official response here in the newsletter. As an added bennie for asking it, we'll also send you a video response that goes a bit deeper into the issue. Gratis. Our gift for your efforts.



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