

Leading Under Pressure



Global Core
Strategies & Consulting

What Is Leading Under Pressure?

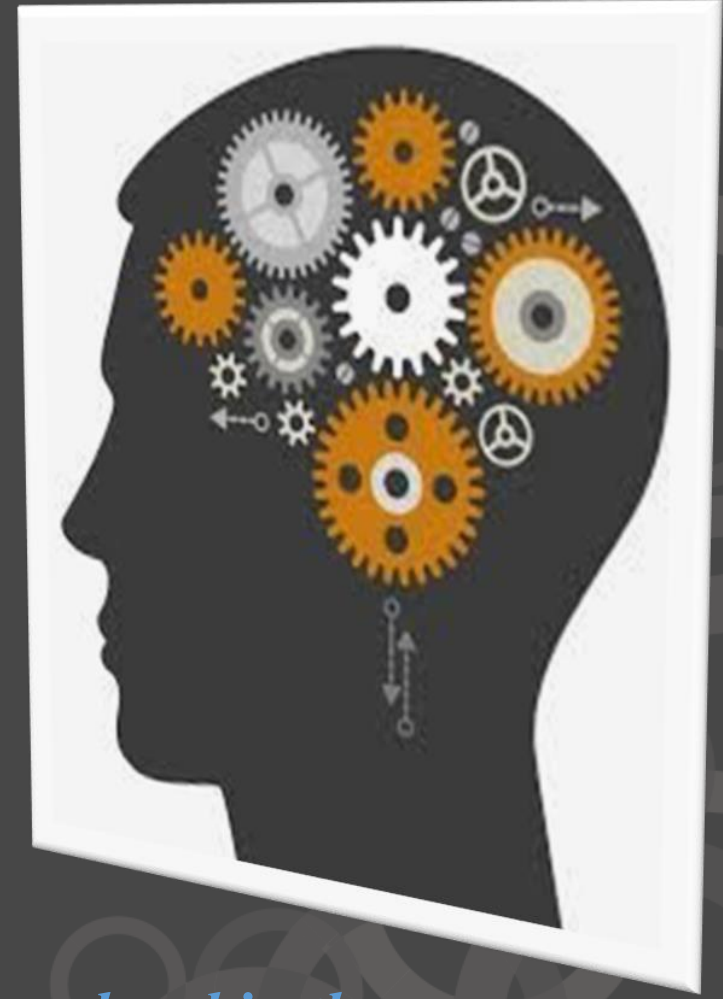
- Leaders who excel under pressure face the same level of stress and pressure that are usually found among top athletes and elite military units.
- One of the factors that differentiate great leaders from the rest is their ability to cope with pressure, thrive under pressure, and lead people in high-pressure situations.
- Leaders who thrive under pressure use pressure as a catalyst to bring out the best in one's self and in others around them.



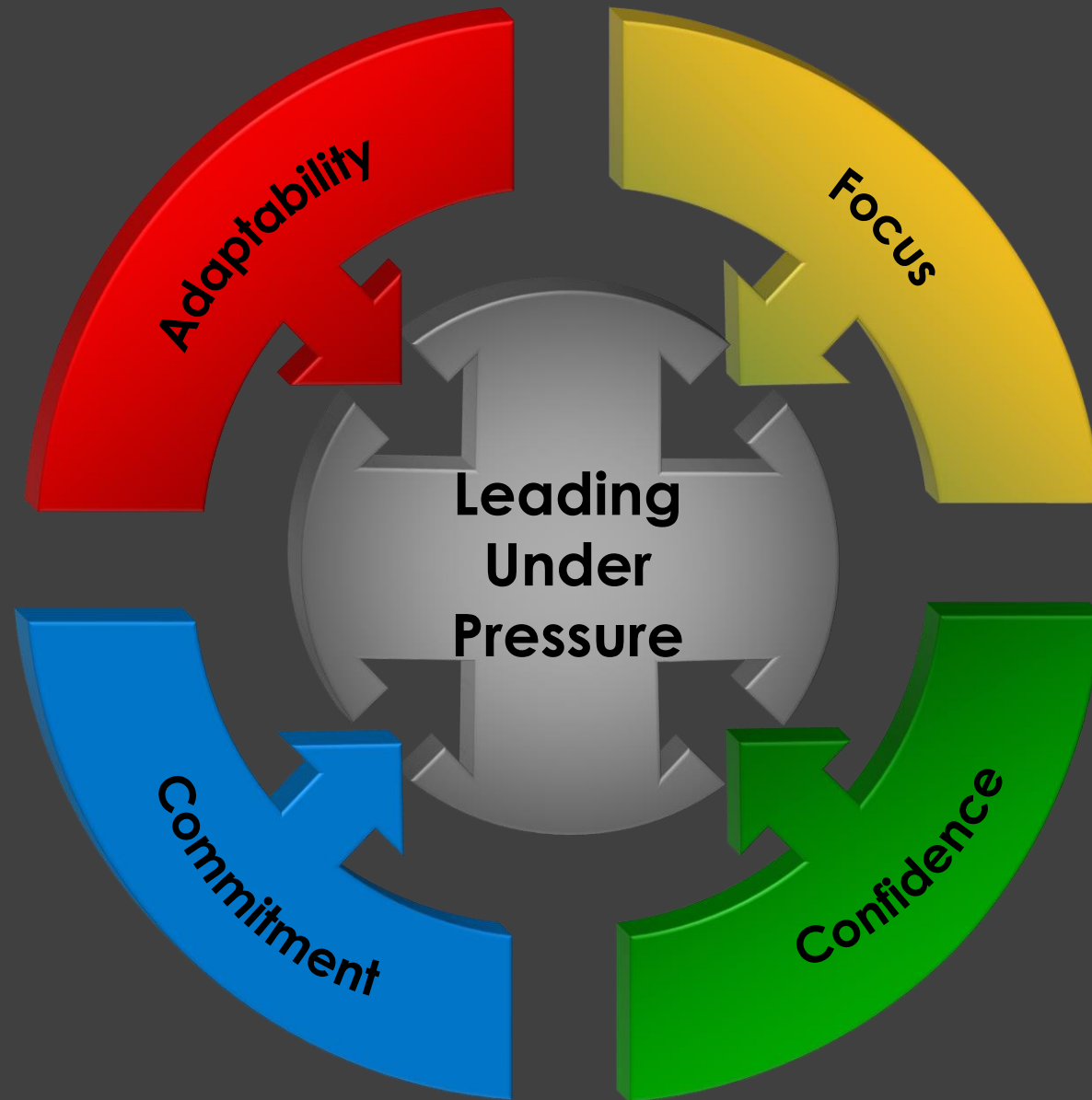
Talent Alone Does Not Win

Three things that should be taken into account to understand how pressure affects leaders.

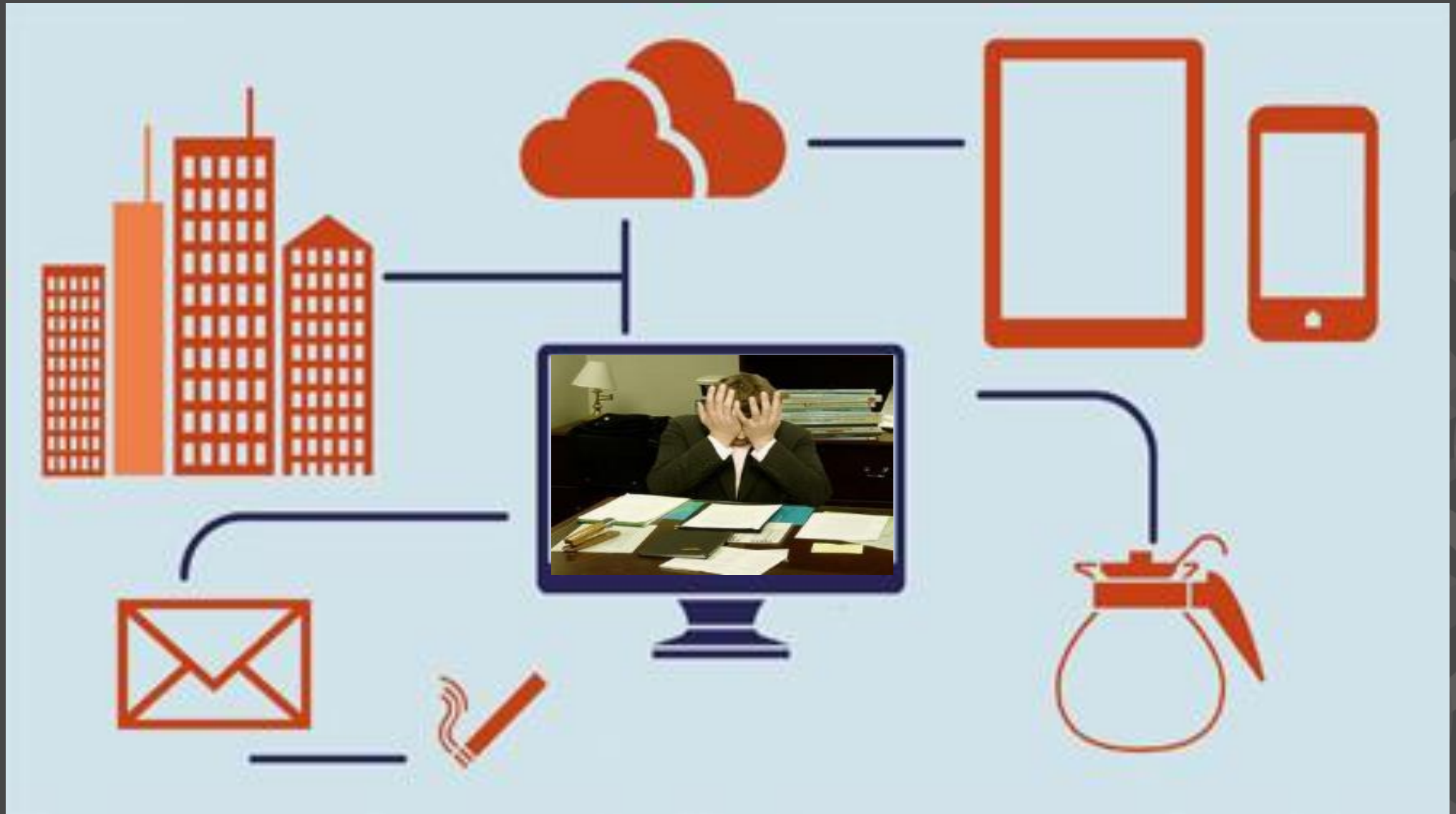
- When the pressure is low there is complacency and less action, when the pressure is too high leaders tend to seek comfort, over use strength, and become inflexible.
- One's response to pressure is subject to both outcome expectation and perceived consequence.
- Perceived severity of pressure has relative impact on one's response but emotional composure has moderating effect on one's response.



*Keeping your head in the game...
When it matters the most...*



TAKING OUT THE TRASH



Focus



- 🌐 *Directing our attention to the task at hand*
- 🌐 *When leaders are under pressure they can influence others to focus on key priorities and have optimal performance rather than let worry takeover.*

Leading Under Pressure

- There is always the pressure: to get things done on time, to do things differently, to ensure things are done in a particular way, accommodate and/or deal with demands of key players, ensure stability and growth, meet high-expectation of one's self and others, etc., and the list goes on.
- It is important for every leader in an organization to learn to deal with pressure and excel under pressure.



Confidence

Our belief in our self and our ability to master different situations

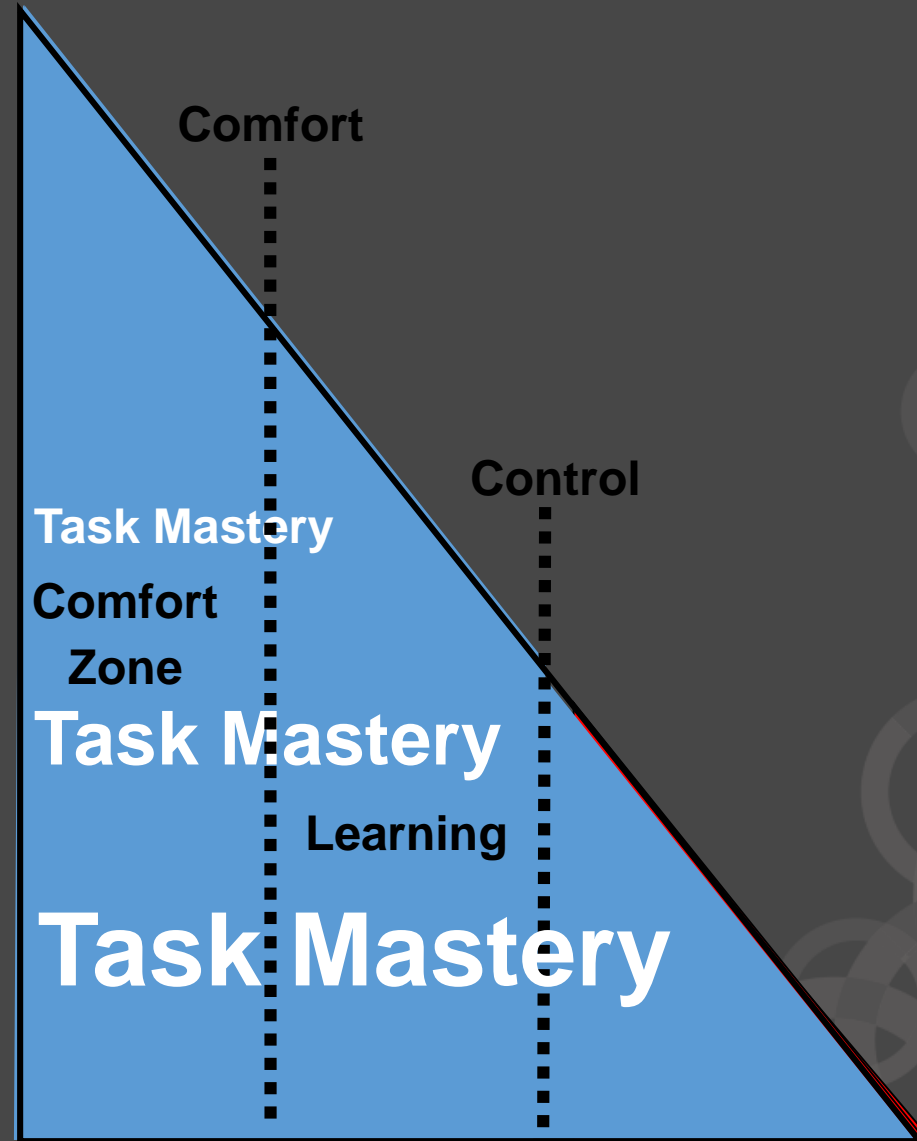
Role of Self-Confidence

- Calms the mind
- Provides a buffer from negative thoughts
- Allows attention to be focused on the people or task
- Improves performance under pressure

“Nothing builds self-esteem and self-confidence like accomplishment.”

— Thomas Carlyle

Building Self-Confidence



Developing Commitment



Find common ground



**Your People's
Goals and Values**



**Company's
Mission, Goals,
Values & Vision**

ADAPTABILITY

- 🌐 Even the most capable and highly talented person, under pressure, may seem to be very ineffective and incompetent.
- 🌐 What differentiates effective and ineffective leadership is one's ability to cope with change, one's attitude towards change, and how one approaches change during situations that demand it.



Leading Under Pressure Effectively

Be purpose driven than pressure driven

Manage Expectation

Coping with change and uncertainty

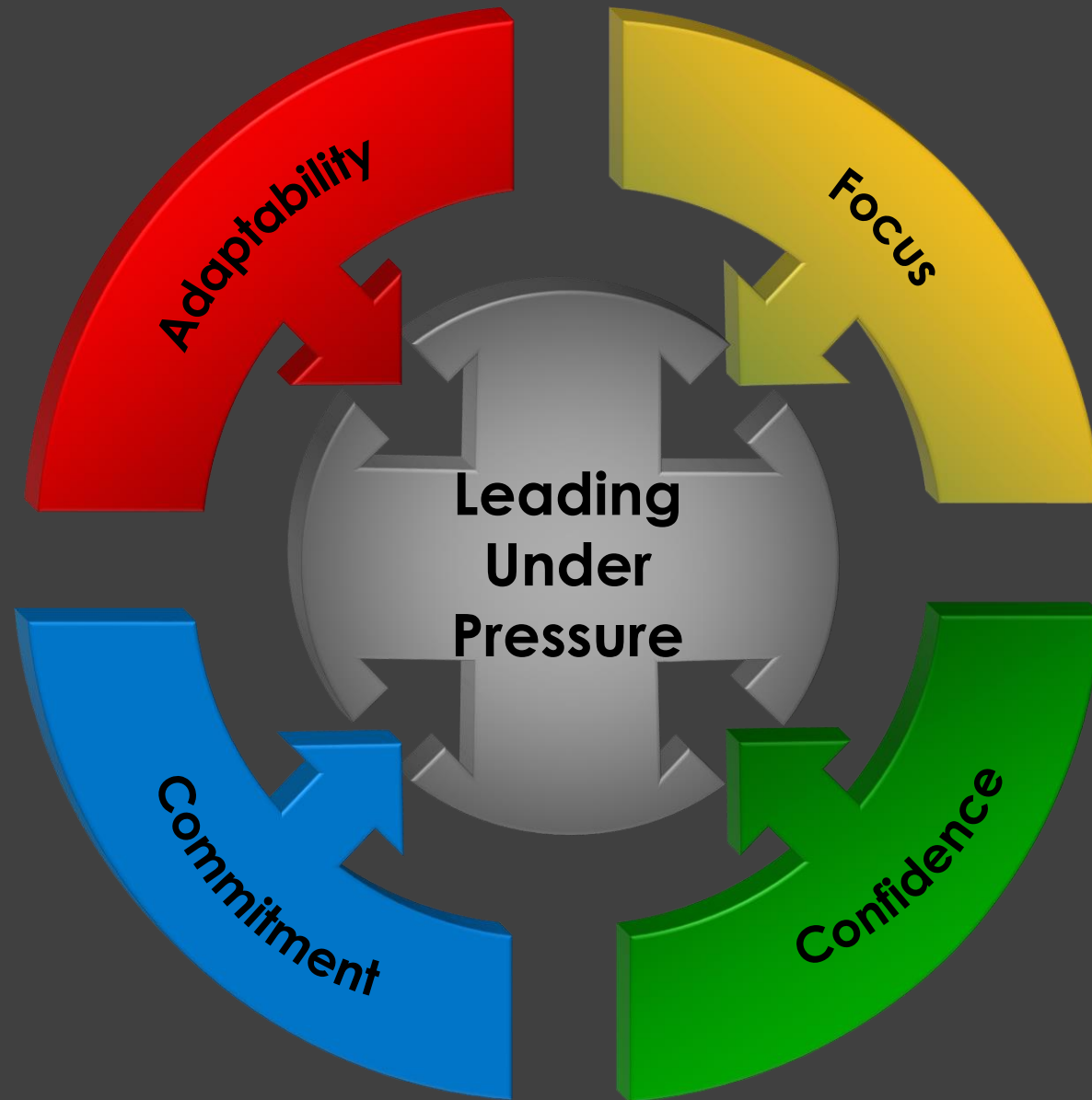
Balance courage and Caution

Deal with Ambiguity and Complexity

Erred Judgement and Oversight

Build yourself





QUESTIONS

Ron Harvey: 803.764.1554
rharvey@gcs.consulting

Global **Core** Strategies & Consulting, LLC
"REAL RESULTS REAL TIME"