**Part 6 – Destructive Abundance**

**Lessons in Leadership**

**Discussion Guide**

In the first column, feel free to jot down quotes/phrases/words that capture the essence of this lesson as described by Sinek. In the next two columns respectively, note the insight you’ve gained (perhaps through learning this lesson via personal experience) by delving into this leadership lesson and how you can apply this insight to your own leadership. I’ve offered an example, which you should delete so that you can fill the chart with your own ideas☺!

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| **Leadership Lesson** | **Insight** | **Application** |
| #1: So goes the culture, so goes the company.(e.g. collaboration=innovation; do the right thing, not the thing that’s right for me; “It’s not the people who set the course. It’s the leadership.”) | I have seen how the culture (set by the leader) definitely influences the way in which other administrators, teachers, and support staff interact. When the focus is on competition and protecting oneself, sharing and problem-solving for the greater good (i.e. all students’ success) is minimized in favor of being the super-hero leader on behalf of the students in MY building or MY classroom. This lesson caused me to reflect more on the significance of a new administrator taking time to learn the culture of a building/district—page 128—and the implications for communicating culture from the first day.  | I plan to apply this text and my insights to my facilitation of our New Administrator Workshops. We engage in a learning segment targeting culture, and this leadership lesson will help me to illustrate even more clearly the significance of the culture to the success of the school/district.  |
| #2: So goes the leader, so goes the culture. |  |  |
| #3: Integrity matters. |  |  |
| #4: Friends matter. |  |  |
| #5: Lead the people not the numbers. |  |  |