

Level Three Leadership

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Short abstract:

Human behavior can be classified as “visible” “conscious” and “semi-conscious Values Assumptions Beliefs and Expectations about the way the world is or should be.” Many if not the vast majority of managers focus on visible behavior, Level One. Some strive to use logic, data, and analysis to convince others (Level Two.) Level Three Leadership involves influencing people’s VABEs. This presentation will address how this process works and why it seems to be so much more powerful than Level One and Level Two techniques.