



# What are you good at?

Alex Randell, 11.13.2014

“Architects are Aliens”





# Background

- Collaborative team lead, mentor, and editorial board member, Business Architecture Guild
- Business Architect, by nature, it just took me 15-20 years to figure that out
  - 6 companies...
  - 10 positions...
  - 6 industries...



Image Source: Guillais-Lazure, Olive. "Jack of All Trades, Master of None!" Powordful. N.p., Apr. 2014. Web. Nov. 2014.



# Agenda

- Brief comments on what leadership is not
- A definition of leadership
- Dimensions of leadership
- Show me... **the alien!**
- Putting it together
- Your next steps...



# What leadership is not



Source: Adams, Scott. "I'm The Boss." Dilbert.com. Universal Uclick, 2010. Web. Nov. 2014.



# What leadership is not



Source: @thinktiv Twitter, Oct. 2014. Web. Nov. 2014.



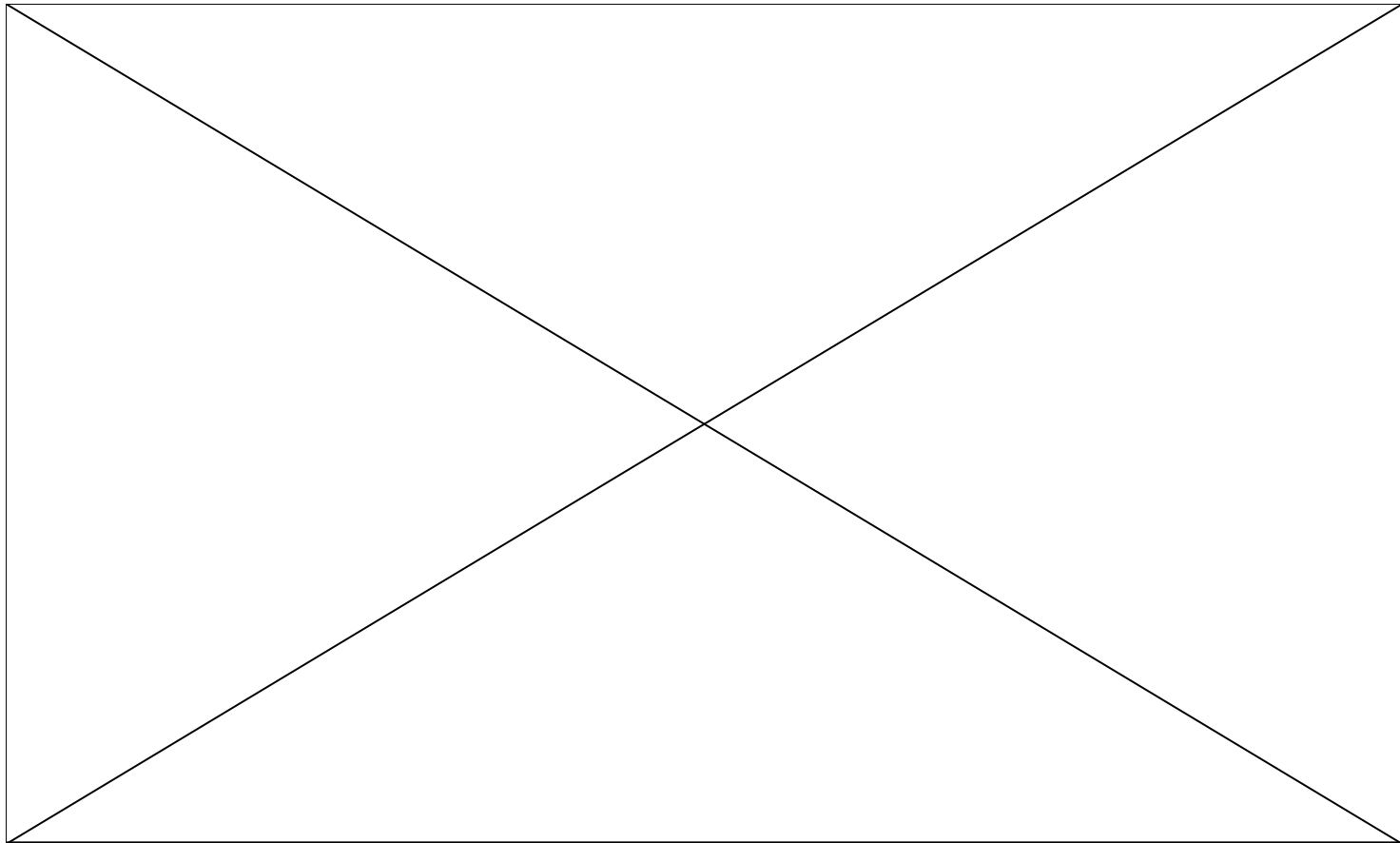
# Let's define leadership

- “A leader is one who **knows the way**, goes the way, and **shows the way.**” – John Maxwell
- “a process of **social influence** in which one person can enlist the aid and support of others in the **accomplishment of a common task**” – Wikipedia<sup>1</sup>
- “Nuts!” – General Anthony McAuliffe

<sup>1</sup>Source: "Leadership." *Wikipedia*. Wikimedia Foundation, Oct. 2014. Web. Nov. 2014.



# Lt. Ronald Speirs, Battle of the Bulge





# Dimensions of leadership



**SOCIAL**



**ORGANIZATION**



**WISDOM**



**HOARDING**



**DIRECT**



**MANIPULATIVE**



**SERVING**



**SELF-SERVING**





# What is an alien?

- **Alien** may refer to<sup>1</sup>:
  - Extraterrestrial life, life which does not originate from Earth
  - Alien (law), a non-citizen inhabitant of a country

<sup>1</sup>Source: "Alien." *Wikipedia*. Wikimedia Foundation, Oct. 2014. Web. Nov. 2014.



# Ben Franklin, an alien in France

- Inventor, musician, publisher, writer, chess player, postmaster, war financier, president of Pennsylvania, advocate for independence
- Also ambassador to France (and Sweden)

**LANGUAGE**

**DIPLOMACY**

**CUSTOMS**

**DINING**



# Result?

- Military and financial support
- American Independence
- Treaty of Paris



# Case study – You

- Know your background?

**IT?**

**BA?**

**OPERATIONS?**

- Who are your business partners?

**FINANCE**

**MARKETING**

**PRODUCT**



# Be an alien in their world

- Know their customs
- Know their language
- Know their business model

You have to learn and adapt to them.



# One picture of caution...

[Wikipedia link](#)



# Your next steps

1. Ask someone about what they do  
Better yet, ask about them.
2. Study... like you are back in college  
Or if you were like me, perhaps more.
3. Keep building trust  
Start by being dependable
4. Decide who you are going to be  
Would you rather be right, or successful



Architects are, indeed, aliens.

# Thank You



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