

A man in a light blue business shirt and dark trousers is climbing a thick rope on a dark, craggy rock face. He is looking upwards, and the background shows a cloudy sky. The rope is attached to the top of the cliff and hangs down to the man.

# Leading Up

Knowing what the leader needs requires an ability to consider what the organization needs and what role the leader will play in fulfilling that need. The individual who leads up will be the one who assists the leader in achieving the vision and performing the mission.

## Think like a boss.

Know the mission and what the boss must do to fulfill it.

## Think and act strategically.

Relate what the boss does to how your department functions.

## Persuade upwards.

Use facts to persuade those above you that your ideas will benefit them personally.

## Position the boss for success.

Make certain your boss knows that you are a team player and want to help the team succeed.

**Leading up requires a blend of strategic thinking and persuasion.**