



Bowhay Institute for Legislative Leadership Development

MIDWESTERN LEGISLATIVE CONFERENCE

Legislative Leadership: Building a Culture of Excellence



The Robert D. and Billie Ray Center

Featuring

Excellence with Integrity™ Knowledge and Tools



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MAKING “SURFACE TO SUBSTANCE” CONNECTIONS

1. Who You Are/Your Interests

What is your name?	Where are you from?	Favorite food/restaurant?	Favorite sport?
Actor or actress you'd most like to meet?	Favorite cartoon character?	Favorite musical artist/group?	
Piece of technology you couldn't live without?	Must-see-TV show for you?		
If you were an animal what would you be?	If you could meet any person (dead or alive) who would it be?		

2. Important People & Influences
Who is a hero or heroine that you admire?
What about them do you admire?

3. Important Life Experiences
What personal achievement are you proud of?
What about this achievement made it challenging or memorable for you?

4. Character Strengths
What are one or two character qualities
that your friends are most likely to use to describe you?

Surface

Substance

Social Networking

How to find connections with practically anyone anywhere.

1. Have the **courage and curiosity** to connect — especially with those who are new or different.
2. Connect by asking questions that go **"from surface to substance."**



Bob and Donna

- Most unlikely person
- Follow-up
- No agenda – other than to get to know each other
- Courage to reach out – and respond
- Common Ground / Connections
- Disagree without being disagreeable
- Don't have to hurt each other
- Beliefs didn't change – approach did
- Find the person – reach out

COMPACT FOR EXCELLENCE

In order to do our **best work** and treat each other with **respect and care**, we each agree to/not to:

- »
- » Be open to and respectful of ideas, people, and the process
- » Listen to understand – then listen to reply
- » Participate – Don't hide / Don't dominate
- » Assume best intentions
- » Appropriate IT use



Adapted from Lickona & Davidson (2005).

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Notes

COMPACT FOR EXCELLENCE

In order to do our **best work** and treat each other with **respect and care**, we each agree to/not to:

- We will have, and are committed to, clear communication
- We will have an open and transparent process
 - ✓ The sub-committees will be where the budget is developed.
 - ✓ We will not conduct committee business at any time after 12:00 am or prior to 6:00 am
 - ✓ We will have a 24 hour window for every bill to be reviewed prior to action by the full committee
- We will have areas of agreement and we want to build those bridges and incorporate minority party perspectives into the budget process
- Neither party has license on good ideas
- We will have areas that we do not agree and the expectation in this committee is that we will conduct our business with the civility, decency and respect that the people of Iowa deserve from their elected leaders



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Notes

COMPETENCIES

EXCELLENCE

WORK ETHIC
EFFORT
ATTITUDE
DELIBERATE PRACTICE
GRIT/ENDURANCE
ASPIRATION/HIGH STANDARDS
GOAL ACHIEVEMENT
COACHABILITY
PROBLEM SOLVING
CRITICAL THINKING
INNOVATION & CREATIVITY

INTEGRITY

HONESTY
FAIRNESS
EQUITY
JUSTICE
ETHICAL COMPETENCY
HUMILITY
RESPECT
ACCOUNTABILITY
LOYALTY
RESPONSIBILITY
COURAGE



GROWTH & BALANCE

SELF-AWARENESS
SELF-MANAGEMENT
PRIORITIES/TIME MANAGEMENT
STRESS MANAGEMENT
RESILIENCE
GROWTH MINDSET
ENGAGEMENT
PRUDENCE
HARMONY
GRATITUDE
LIFE PURPOSE

TEAMWORK & COMMUNITY

LEADERSHIP
CIVILITY
COMMUNICATION
INCLUSION
EMOTIONAL INTELLIGENCE
PRODUCTIVE RELATIONSHIPS
OPEN & FLEXIBLE MINDSET
PRINCIPLED NEGOTIATION
COLLABORATION
TEAM-FIRST MINDSET
CITIZENSHIP

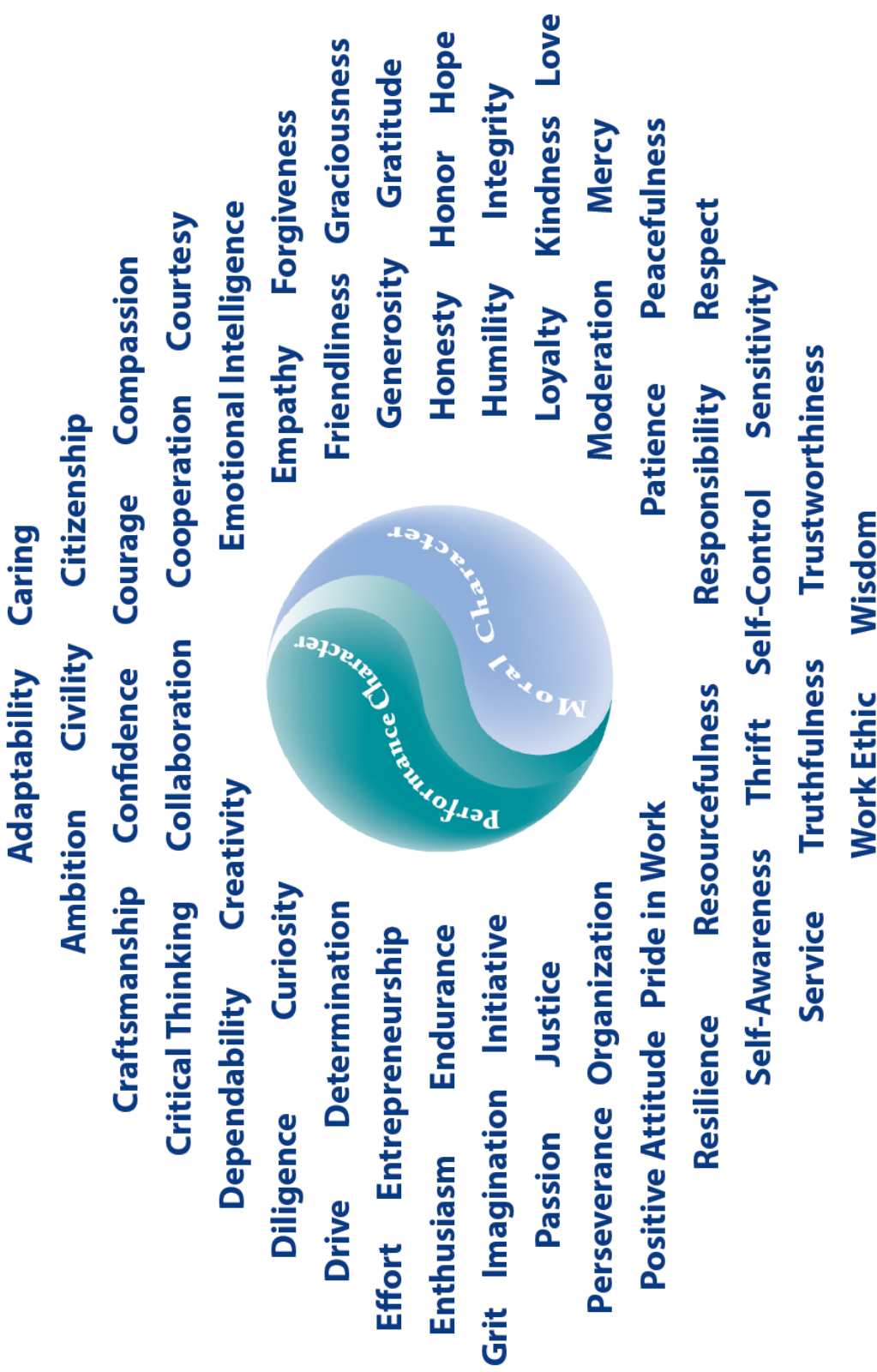
PERFORMANCE CHARACTER AND MORAL CHARACTER COMPETENCIES



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PERFORMANCE CHARACTER AND MORAL CHARACTER COMPETENCIES



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INTEGRITY: **WITHOUT IT, NOTHING WORKS**

- Integrity is like the Law of Gravity
- Integrity as wholeness - honor our word
 - Keeping our word – on time as promised
 - Inform parties when we can't keep our word as soon as we know – and clean-up any 'mess' created
- Integrity deals with oneself
- Integrity impacts performance
- Objects and systems have integrity – design, implementation and use
- Out-of-Integrity behavior impacts performance, reliability and workability

Notes

INTEGRITY-IN-ACTION ESSENTIALS

» **Discernment:**

Being able to make well-reasoned decisions about right and wrong.

» **Conscience:**

Sense of obligation to do the right thing.

» **Competence:**

Demonstrating the “know-how” needed to translate knowledge into action.

» **Identity:**

The degree to which our character and integrity are central to our sense of self.



RULES OF AN ACTIVE CONSCIENCE

What NOT to do to keep your conscience as a guide for your integrity.

» **Don't distort.**

Don't exaggerate or blow things out of proportion.

» **Don't create an enemy.**

Don't avoid the truth by finding or creating an enemy to fight against.

» **Don't play the victim.**

Don't rationalize to convince self or others that I/we are really the victim.

» **Don't fan the flames.**

Don't get self/others fired-up so that emotion clouds reason.

» **Don't be a gamer.**

Don't try to convince self/others that it isn't wrong, “just how the game is played.”

» **Don't let ego get in the way.**

Don't let “being right” interfere with “getting it right.”



Clarity, Habit, Accountability, Mindset → *Performance*

CLARITY

clear specific expectations for context, resources, abilities

HABIT

intentional, intensive, focused practice, real-world simulation

Performance

MINDSET

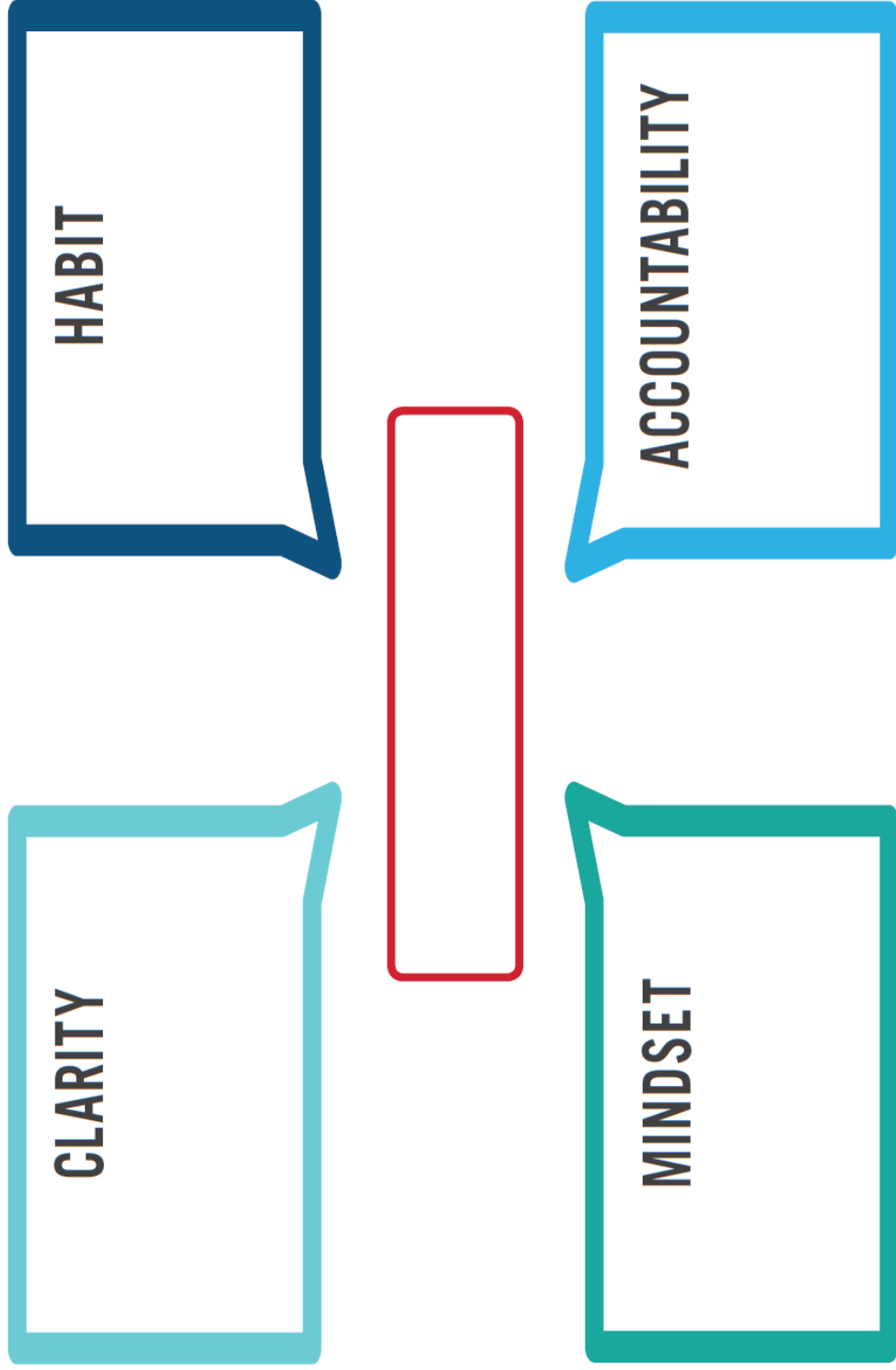
mental preparation, emotional toughness, focus, resilience

ACCOUNTABILITY

support, challenge, reflection for growth

Notes

Clarity, Habit, Accountability, Mindset → Performance



Dewitt Jones Insights

- Do you have the right lens on?
 - What's your perspective or angle?
 - Find the extraordinary viewpoint to the problem.
- Are you in the place of the most potential?
 - What's the one thing we could do better or differently right now?
- Don't worry about making mistakes.
 - There's more than one right answer; find the next right answer.
- How many times a week is it up to you?
 - See the extraordinary in the ordinary.
 - Are you ready to embrace this and respond?

Notes

What Will Matter

Ready or not, our public service will quickly come to an end.

There will be no more balancing work and legislative service,
no more overflowing e-mail in-boxes, no more negotiations, no floor debates,
no more questions from the media, and fewer missed family events.

All the things we collected, whether treasured or forgotten
will eventually collect dust in a box, be given to Goodwill, or thrown away.

Our political capital, distinction,
and ability to get bills and amendments passed will shrivel to irrelevance.

With the possibility of a minor exception
it will not matter what we 'voted for' or what we 'voted against.'

Our grudges, resentments, frustrations and jealousies
will ultimately and finally disappear.

So too, our legislative hopes, ambitions, plans and to-do lists will expire.
The wins and losses that once seemed so important will fade away.

In the end, it won't matter what district we came from
or even what side of the aisle we represented.

It won't matter what leadership positions we held, how many doors we knocked,
whether we were a great debater or a brilliant strategist.

Even knowledge of rules, decorum and protocol will be irrelevant.

So what will matter?

How will the value of our days in the House be measured?

What will matter is not what we got but what we gave,
not our arguments - but the friendships we developed with those we argued with.

What will matter is not our success - but our significance.

What will matter is not only what we learned - but what we taught.

What will matter is every act of integrity, compassion, courage, and sacrifice
that enriched, empowered or encouraged others to emulate our example.

What will matter is not our competence - but our character.

What will matter is not how many people we knew,
but how many people we impacted, and how many will feel a lasting loss when we are gone.

What will matter is not our memories,
but the memories that live in those we served - and those who served with us.

What will matter is not how long we served and in what capacity,
but how long the impact of our service will be remembered, by whom and for what.

Public service that matters doesn't happen by accident.

It's not a matter of circumstance but of choice.