Leading from the Middle

What it means and how to do it well
Presentation Framework

- **Lead Your Boss: The Subtle Art of Managing Up**
  BALDONI, J. (2018). Lead your boss: The subtle art of managing up. AMACOM.

- My own 26 years in higher education, as a team member and leader.
# About Me

<table>
<thead>
<tr>
<th>Departments</th>
<th>Organizations</th>
<th>Titles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions</td>
<td>Universities</td>
<td>Student Employee</td>
</tr>
<tr>
<td>Registrar</td>
<td>Community College</td>
<td>Advisor (Admissions, Academic, FinAid)</td>
</tr>
<tr>
<td>Orientation</td>
<td>AASFAA / WASFAA / NASFAA</td>
<td>Secretary, Chair, President</td>
</tr>
<tr>
<td>Advising</td>
<td>HOAs</td>
<td>Program Manager</td>
</tr>
<tr>
<td>Financial Aid</td>
<td>Committees</td>
<td>Director</td>
</tr>
<tr>
<td>Enrollment Management</td>
<td></td>
<td>Associate Vice President</td>
</tr>
</tbody>
</table>

Amanda Cornelius  
Associate Vice President  
amanda.cornelius@nau.edu
Group Share

What do you think leading from the middle means?
Leading with Presence

- Leading Up
- Preparing Others to Lead
- Letting Others Create the How
- Thinking & Acting Strategically
- Breaking Down the Doors
- Pushing Back the Right Way
- Planning
- Advocating
- Knowledgeable
- Confidence
- Effective
- Serving
- Supervising
- Supporting
- Communicating
- Bridge
- Affecting
- Work the System
Part 1

What does the leader need?
Know the Mission, Know Yourself

Leading Up

Thinking & Acting Strategically

Pushing Back the Right Way

BALDONI, J. (2018). Lead your boss: The subtle art of managing up. AMACOM.
Part 2

What does the team need?
Embrace the Big Picture, Know Your People

Letting Others Create the How

Breaking Down the Doors

Working the System

BALDONI, J. (2018). Lead your boss: The subtle art of managing up. AMACOM.
Part 3

What can I do to help the leader and the team succeed?
Share the Knowledge & Move Forward

Bending but Not Breaking

Preparing Others to Lead

Leading with Presence

BALDONI, J. (2018). Lead your boss: The subtle art of managing up. AMACOM.
Leading with Presence

- Advocating
- Planning
- Knowledgable
- Confidence
- Effective
- Working the System
- Breaking Down the Doors
- Pushing Back the Right Way
- Serving
- Communicating
- Efficient
- Understanding
- Bridge
- Preparing Others to Lead
- Supporting
- Supervising
- Bending Not Breaking
- Letting Others Create the How
- Thinking & Acting Strategically
- Leading Up
- Affecting
Contact Info

Amanda Cornelius
Associate Vice President
amanda.cornelius@nau.edu
928-523-8960
Thank you!