



10 Powerful Phrases to Improve Your Leadership



1. I want to be completely transparent with you.

WHAT IT SAYS

What I'm about to say is really important and I value you enough to drop all pretense.

WHEN TO USE IT

When you're solving a problem or stressing a significant point.



2. I wonder if . . .

I'm curious about it and want you to think about it, too.

When you're making an argument or proposing a solution that might receive negative feedback.



3. Can I share a personal example?

I'm going to share a bit of information that's personal but respect your time enough to ask your permission first.

When you're illustrating a point, supporting an argument, or teaching a life lesson.



4. Let me turn the question around and ask you.

You brought up a great issue. I genuinely respect—and want to hear—your opinion on it.

When you aren't sure of the issue, don't have a clear answer, or want to help the person you're talking with come to an understanding of the issue they're facing.



5. Let me show you some research.

I care enough about this issue to do the hard work of finding facts. Here are some real-world examples that support what I'm trying to say.

When you're trying to prove your point.



6. Let's try it your way.

You have a great idea, and I'm willing to implement it. I'm your partner on this.

When a team member proposes an idea and you want to put it into action.



7. How do you feel about that?

I care about, not only what's going on, but how you feel about it.

When you sense a person has an underlying emotion they haven't expressed.

You matter to me as an individual.

When you're arbitrating a conflict between people.



8. This conversation has made me feel _____.

This has been an important conversation. I want you to know my feelings on the issue and, in particular, how this conversation has affected me.

When you're wrapping up a conversation and want to leave the person with a takeaway. It's sometimes effective for mollifying a conflict with someone.



9. That's a really good observation, and I'd like to spend some time reflecting on it before we go any further.

I'm not capable of answering this question, but I want to think about it.

When you're faced with a difficult decision you need to think about.

What you've just shared is really significant and may change things. I want to give it serious consideration.



10. I really don't have an answer for that right now.

I'm humble enough to admit I don't know the answer but am willing to look into it further.

When you need to buy time to make a decision or come up with a solution.

The Leader Phrase Powerful

K Morrison



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