

Stage 1: The Search for Opportunity

Stage 2: Formulating a Shared Vision

Stage 3: Devising Means to Achieve the Vision B1: Assessing the Environment

B2: Sensing People's Needs

B3: Challenging the Status Quo

B4: Formulating a Shared Vision

B5: Articulating the Vision

B6: Taking personal Risks

B7: Unconventional Behavior

B8: Motivating and Inspiring Others

B9: Encouraging Collaboration and Participation

**B10: Developing Leaders**