



# Leadership Bench: **Financial**

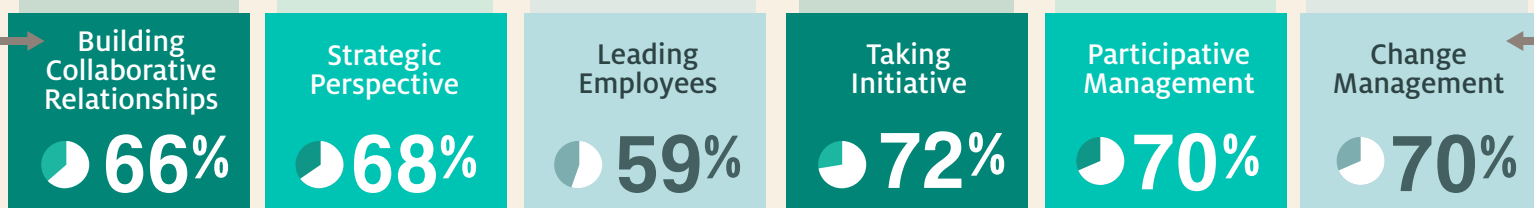
How prepared are **leaders** for success according to their bosses?

## The 6 Most Important Leader Competencies



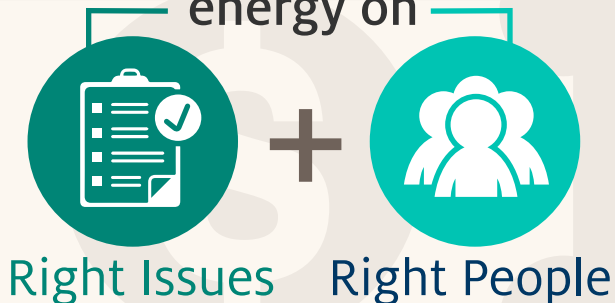
Today's leaders are **not prepared**

## Percentage of leaders who were rated 'at least proficient' by their bosses



#DataDrivenLeadership

Leaders must focus their energy on



Leaders must use

**Informal Influence Behaviors**

rather than

**Positional / Hierarchical Power**

**Strong Professional Networks**  
(and personal too)

which can *critically improve* a leader's ability to *build collaborative relationships*

## Research



Our findings are based on a 2013-2016 sample of 2,032 U.S. leaders in the Financial industry (57% men). Leaders' bosses provided the importance and proficiency ratings.