

## Action Guide

### 454: How product leaders can best increase team performance

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## Application Questions

1. How connected are you to other members on your team and others within your organization, such as salespeople?
2. What is preventing you from being more connected?
3. Whom would you like to be more connected with?



## Actions to Take

### What to Do Now

- Reach out to your customer success manager and ask if there is somebody you can partner with to learn more about the impacts of your product choices.
- When you meet new people in your organization, form a non-transactional relationship and get to know them personally.

### What to Do Soon

- If you are training someone, follow an “I do, we do, you do” approach.
- Practice influencing without authority by analyzing a problem on your own, presenting a plan to your supervisor, and asking for feedback.