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# The Habits of Successful CEOs



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**A SUCCESSFUL CEO IS ALWAYS SEEKING  
KNOWLEDGE**

# TWO CRITICAL TERMS



- 1. HABITS**
- 2. SUCCESS**

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# HABIT



1. A usual way of behaving: something that a person does often in a regular and repeated way – **Webster Dictionary**
2. A habit is something that you do often or regularly (mannerism, custom, way, practice) - Collins Co-Build Dictionary

# HABIT Cont'd



A **habit** is an action which is considered bad that someone does repeatedly and finds it difficult to stop doing.

A drug **habit** is an addiction to a drug such as heroin or cocaine.

# SUCCESS



**THIS IS OUR ASSIGNMENT AS PARTICIPANTS –  
DEFINE SUCCESS IN YOUR OWN WAY. THE WAY  
YOU SEE OR THINK SUCCESS IS**

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# SUCCESS Cont'd



**S = O x M x A**

**In Leadership, Strategy &  
Management**

**By**

**Prof. Peter M. Lewa**

**ASK**

# YOUR HABITS



**WRITE DOWN SOME OF YOUR  
HABITS THAT YOU KNOW NEED  
TO CHANGE FOR BETTER.  
IN ORDER TO BECOME A BETTER  
YOU!!!!**

# THE STARTING POINT TO BECOMING SUCCESSFUL



**YOU MUST PURPOSE TO BE GREAT AND  
SUCCESSFUL – MIND SET!!!**

**FOR SOME PEOPLE THIS COMES TOO LATE. IT IS  
LIKE WAITING TO PLAN FOR YOUR RETIREMENT  
TOO LATE. THIS MUST BE FROM DAY 1 OF THE  
FIRST JOB (MOST IDEAL SITUATION)**

**HOW DOES ONE ACHIEVE SUCCESS?**

- 1. BE TRANSFORMED IN YOUR THINKING/MIND**
- 2. WHAT STRATEGIES MUST YOU USE? DISCUSS**

# SELF MANAGEMENT



- **Purpose to be a successful person/professional. All the CPAs are the same until one begins to differentiate herself/himself. HOW? Being Strategic always**
- **Create SYNERGY and cherish and practiced it (1+1=2) OR 2+2=?. This means you must avoid Schizophrenic operations. Value Social Capital at work and outside work**

**A SHORT VIDEO AT THIS POINT**

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# SELF MGT. Cont'd



- **Common Sense** – making sound judgments. On what basis?
- **Specialized knowledge of their field** – Commitment to life long learning in your chosen area. Being **ahead** all the time
- **Self-Reliance** – Getting things done without being pushed

# SELF MGT. Cont'd



- **Self- Confidence** – Feeling of assurance based on knowing you have done every thing possible to prepare
- **Oral expression** – Ability to get your message across/Communication
- **Concern for others** – Getting along with others (people friendly)
- **Luck** – Luck always helps but it is never enough. **Role of SERENDIPITY**

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# SELF MGT. Cont'd



- **The World is operating in a new dispensation. Working Virtually is becoming the norm**
- **Leadership in a Virtual world is now a reality**
- **Pray to God to help you along the journey of success**

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# SUGGESTED HABITS OF SUCCESSFUL CEOs



## FOUR IMPORTANT KEYS

- **EMPATHY** – Express to others a sense of understanding as you interact
- **HUMOR** – Being able to laugh at yourself and telling others you will take responsibility for your mistakes
- **COURTESY** – Common courtesy helps to build strong relationships
- **BUILDING TRUST** – Never breach the confidence of others. Be honest and show people that you have their self-interest in mind

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# SUGGESTED HABITS OF SUCCESSFUL CEOs Cont'd



## WINNERS AND LOSERS

- PEOPLE/CEOs CAN BE DIVIDED INTO WINNERS AND LOSERS.
- WINNERS HAVE CRITICAL SKILLS THEY HAVE DEVELOPED TO A HIGH DEGREE. THEY DON'T LEAVE WINNING/SUCCESS TO CHANCE; THEY MAKE IT HAPPEN. THEY HAVE THE FOLLOWING QUALITIES:

# SUGGESTED HABITS OF SUCCESSFUL CEOs Cont'd



- **THE SUCCESS MIND SET** – Winning Attitude (100%). I think all of us know about this game on **ATTITUDE**. Write the **LETTERS** of the Alphabet from A to Z. Assign values to each letter beginning with A=1, B=2, etc.
- **SETTING GOALS** – They set and pursue goals relentlessly (Being Strategic)
- **THE EDUCATION ADVANTAGE** – They learn and get educated (CPA + + Lifelong learning)

# SUGGESTED HABITS OF SUCCESSFUL CEOs Cont'd



- **NOT CONTROLLING OTHERS/JUNIORS** – They care about others. They know why people tick. They are good listeners and they are quick to appreciate others
- **PLAYING THE PART** – Being able to present ideas clearly and with authority (On what BASIS? Your **ASK** COUNTS HERE)

# SUGGESTED HABITS OF SUCCESSFUL CEOs Cont'd



## IN ADDITION SUCCESSFUL CEOs/WINNERS VALUE THE FOLLOWING:

- **WORK IS LIFE** – Achievers know what work means to their life. Average workers care about what goes into the bank account
- **MENTORING** – Winners find good mentors to show them the ropes/They also Mentor others – **Local v. Global**
- **CAREER COUNSELOR** – You are a Counselor in your position but you can also use professional Counselors in the work place. Counselors are useful in helping you and your juniors in your career. Work with them or understudy them.

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# CONTACTS



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**GOD BLESS YOU ALL AND MAY YOU HAVE MORE SUCCESS  
THAN YOU HAVE EVER WITNESSED. HOW?**

**EXECUTION OF SOME OF THE IDEAS FROM THIS WORKSHOP**

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