



# Cycling business

*Leadership lessons from the peloton*



Have a plan that is in service of your vision - that's what the Brits did before the London Olympics and it drove their behaviour and delivered success.



Choose your own line when navigating along your path - don't get caught blindly following others.



Be an authentic leader and behave with integrity - be true to yourself, your values and principles and those of the organisation.



It takes a strong team to win - in an era of uncertainty and increasing competition, successful teams fully leverage and optimise the collective knowledge, strengths and motivation of members to achieve individual, team and organisational goals.



Eat before hungry, drink before thirsty & rest to build resilience - today our brains and bodies are taking a pounding; to be at our best, we need nutritious food, water, and rest.



Manage distractions - it takes enormous focus to block out distractions and to say 'no' even when others are trying to be helpful.





Keep the competition in sight - if the competition remains in sight, then there is little panic; however when the competition is out of sight, the mind games start.



Work together to reduce drag and perform better for longer - share the lead to allow others to recover and renew their effort - in this way the whole team's performance is elevated beyond what an individual can do alone.



Build capability - this is a bridge from your current state to your desired future state - prepare; establish a baseline; build capability; perform; reach your goals; transition to the next goal.



Develop a cultural mindset of success - in pressure situations you have to react with logic, not emotion - ensure you know which behaviours lead to success.



Be faster, lighter and stronger than the competition - to attack or defend you must be agile, lean and resilient.



Set process goals - execution is critical to success and simply setting an objective is not enough - process goals focus on the steps it takes to win and allow for feedback on progress.



Have a method for giving and receiving feedback - seek updates, check on competitors, revise tactics and ensure you and everyone else knows how they are performing.



Share the rewards - everyone has a role to play in success.

# Meet Peter Barraket!

Peter is an Executive Coach, leadership expert and cycling enthusiast with a background in sales, management and endurance cycling. He is currently working as a consultant for some of the top talent management companies in Australia and is Senior Associate at People at Their Best, a people and organisational development consultancy.

Peters' breadth of view and pursuit for higher performance are values that he lives by. His passion for endurance cycling and travel has taken him around the world by bicycle and on foot doing such things as cycle touring through Europe, following the Tour de France and trekking in the Himalayas.

