

Week 3: Build the evidence that confidence runs on

Everything for the week on one page: your moves, worksheet, scripts, and score.

This week's moves

Move 1

15 min · ☐ Written

Start the file, today. Open a note titled "How I lead." Add three entries: a decision that turned out right, a problem you took off someone's plate, a time you changed an outcome. Use script 1.

Move 2

15 min · ☐ Written

Add the hard one. Write one entry where something went wrong and you handled it well: a call under pressure, a mistake you caught, a tense conversation you didn't avoid. Script 2.

Move 3

10 min · ☐ Said

Use one, out loud. Once this week, in a meeting or a 1:1, reference one thing from the file when it fits. Script 3.

The "How I lead" file starter

ENTRY	WHAT HAPPENED, AND WHAT IT PRODUCED
A decision that turned out right	
A problem I took off someone's plate	
A time I changed an outcome	

The hard one

One entry where something went wrong and you handled it well: a call under pressure, a mistake you caught, a tense conversation you didn't avoid.

Script cards (cut along the dashed lines)

1. The file entry

"[Situation in one line]. I decided / I did [the move]. Result: [what happened]." Keep it to three lines. The point is to have it, not to write well.

2. The pressure entry

"When [thing went wrong], I [the call you made]. It [outcome]." Record the judgment, not only the win. Judgment under pressure is exactly what the next level is looking for.

3. Speaking from the file

"I've handled something like this. When [situation], I [decision], and [result]. I'd lean the same way here." Calm, factual, no preamble.

4. The doubt reset (for you, not to send)

Before a meeting that has your stomach in knots, open the file and read three entries. You walk in with evidence in your hand instead of a feeling in your stomach. That is the whole trick. Three minutes of evidence, and you walk in on different footing.

Self-score: Week 3

Score each statement from 1 (not true) to 5 (true). Mark one box per row.

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|--|---|--------------------------|---|--------------------------|---|--------------------------|---|--------------------------|---|--------------------------|
| 1. I own at least one outcome at work, not just a list of tasks. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |
| 2. In the last month I got something to happen through someone I don't manage. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |
| 3. I can point to written evidence of how I lead, not just how I work. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |
| 4. I know what the next level would require, and the right person knows I'm aiming for it. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |

Re-entry note

Behind? This week stands alone and it's the one to do. Start the file (move 1) even if you do nothing else. Five minutes of evidence beats a week of catching up on paper.

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