

The Three-Dimensional Leader  
 negotiating your  
**MISSION, RESOURCES & CONTEXT**  
 — Earl C. Wallace



**Want A System of Values that Improve Performance?  
 Consider Three-Dimensional Leadership**

Perspicitve Determines the Values  
 that Drive Behaviors

**The Three-Dimensional “MRC”  
 Pathway to Leadership Excellence**

*The Three-Dimensional Leader: Negotiating Your Mission, Resources and Context (MRC)*, delivers a simple set of powerful principles that help us self-assess in relation to its three tiers.

I-D leaders focus on “me,” and lose sight of the mission.

II-D leaders only get 1 or 2 MRC elements in perspective.

III-D leaders mind their MRC’s to achieve organizational success.

**Want your leaders to reflect, motivate and inspire these values?**

- Triple – C Synergy results from consistent: **Communication, Cooperation and Coordination.**
- Triple – F Dynamic Workplaces engage in **Friendly, Flexible Fellowship.**
- The 4 – R’s of Effective Teams are: **Realize, Respect, Respond and Reconcile.**
- Supervising and Coaching involves: **Intervening to Improve** people and situations.
- Triple – T Delegation Dynamics are achieved by **Training, Timing and Trusting.**
- The 3-M’s of Effective Change Management requires the right **Motivation, Map & Message**

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**3-D MRC  
 Values**

The 3-D MRC is a system of inter-related values that provide a framework that compels conscientious behaviors to effectively lead, inspire, motivate, coordinate and achieve objectives.

**MISSION  
 Matters  
 Most**

Exemplify you value the mission above your own personal agenda.

**Rally  
 RESOURCES**

Deploy available materials, machines and money to help people excel at their jobs.

**Convert  
 within the  
 CONTEXT**

Determine how the relevant variables impact the resource application to fulfill the mission.



**Earl C. Wallace**

is an author, educator, consultant and speaker

whose unique system improves leader and employee behaviors.

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# Leadership Principles that Achieve Organizational Goals

**The Three-Dimensional Leader: Negotiating Your Mission, Resources and Context (MRC)** helps us overcome the tendency for each person to do “his or her own thing” to act in unity with how we synthesize your mission, vision and values into practical processes that promote the behaviors that achieve organizational goals.

I-D leaders think “it’s all about “me,” not the mission.

II-D leaders operate with an “us vs. them” attitude.

III-D leaders focus on how “we all are in this together.”

## Give Your Team the “MRC Mindset” Edge

**Earl Wallace is an international consultant**, who draws upon experiences from achieving 11 first-of-a-kind results as an educator, a county office director and a statewide program administrator to train others with the unique 3-D MRC perspective that fueled these results: a) 92-95% State Regents exams student passage rates. b) Winning a retroactive disability compensation settlement that resulted in lump sum payments covering 1954-1994! c) Improving the performance of more than 100 professionals by 6% to 24% in every customer segment category!



*3-D MRC Values  
Inspire People to Pull  
Together to Achieve The  
Mission that Matters Most  
for Organizational Success*

*Visit Earl’s 3-D Leadership blogs  
and join the conversation!*

### Process overcomes Politics:

Good process involves people doing the right things. Good politics is networking to mitigate and negotiate to encourage peers and others to participate in the good processes that provide great outcomes!



## Teach Your Team Tools to Exceed Personal Limitations

While employees and volunteers at different levels require some specific training, all of them need a 3-D MRC team focus to better achieve corporate objectives. Whether in administration, customer services, distribution, human resources & services, inventory management, manufacturing, marketing or sales every employee will benefit from 3-D MRC training that is broken down into simple terms that entry level employees readily grasp, yet add to the knowledge base of those with advanced degrees.

Why not bring these values to your team?

3-D Leadership MRC Training transforms organizational behavior by helping those from the boardroom to the mailroom to get a holistic view of operations, by keeping in focus the mission, resources & context relationship!