

So what is good leadership then...?

"A leader is one who knows the way, goes the way, and shows the way" - John C. Maxwell

John C. Maxwell

- author, speaker and winner
- written over 50 books about Leadership
- May 2014, Harvard and named one of the world's top 100 leadership and management gurus in the world by Inc. Magazine



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Leadership defined

- the position or function of a leader
- an act or instance of leading

Synonyms: administration, management, directorship, **authoritativeness**, influence

Authoritativeness!

"I've almost got it right. So I googled 'authoritative leadership quote'. Here it is: 'The attention of the people against a single individual and taking care that no thing will give the individual the ability to make different appearances appear as if they belonged to one category'"

That quote sounds a little commanding... well the person who said it was Hitler and he wasn't exactly the best leader

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Another good leadership quote...

"A good leader takes a little more than his share of the blame, a little less than his share of the credit" Arnold H. Glasow

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- American businessman
- famous investor
- cited frequently in the Wall Street Journal, Forbes, the Chicago Tribune and Readers Digest




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My definition of leadership:

A leader is NOT necessarily the person in charge. A leader is the person who:

- inspires
- convinces
- energizes
- manages
- MOTIVATES



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The Trait Approach to leadership

Chapter 2: The Trait Approach talks about 5 major traits of a good leader:

- intelligence
- self-confidence
- dominance
- steeply
- extroversion

Integrity jumps out at me: the quality of honesty and trustworthiness. Loyal, dependable and not deceptive. A good leader is someone with true integrity.

I also read about the quality of extroversion: the tendency to be sociable and assertive and to have positive energy. You can't be a leader without being an extrovert

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The Skills Approach

When reading Chapter 3: The Skills Approach, I decided that I agree with the human skills, the knowledge about and ability to work with people

In my mind, this is grouped together with emotional intelligence (a trait). Someone with excellent emotional intelligence and human skills would be a great leader.

Therefore, to me, Alizaen Matiz, leadership means: being an influence, contributor, activator and motivator. A leader MUST be extroverted and have a mix of human skills and emotional intelligence.

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CONCLUSION

Concluding questions:

- Can someone be born with leader traits but not have the adequate skills, therefore not have the competency to be a true leader?
- Will the integration of both traits and skills approach create a perfect leader? Is there such thing as a perfect leader?

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Sales leadership icons and models: How comic book superheroes would make great sales leaders

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The Trait Approach to leadership

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- self-confidence
- determination
- integrity
- sociability

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