

Special Management Series

100 Answers to the Question: What Is Leadership?

This is a series of Training for your
Management TEAM

Presented by J.W. Owens



A Management
Perspective 303 Series



Management - JWO 362

100 Answers to the Question: What Is Leadership?



There are as many definitions of leadership as there are leaders.

Here are 100 of the best ways to define leadership.

- If you Google the word leadership you can get about 479,000,000 results, each definition as unique as an individual leader.
- It's a **difficult concept to define**, perhaps because **it means so many things to different people**.

100 Answers to the Question: What Is Leadership?



Here are 100 of the best ways to define leadership--choose the ones that fits best for you.

1. *"A leader is best when people barely know he exists, when his work is done, his aim fulfilled, they will say: we did it ourselves."* --**Lao Tzu**
2. *"A good leader takes a little more than his share of the blame, a little less than his share of the credit."* --**Arnold Glasow**
3. *"The ultimate measure of a man is not where he stands in moments of comfort, but where he stands at times of challenge and controversy."* --**Martin Luther King Jr**
4. *"You don't need a title to be a leader."* --**Mark Sanborn**
5. *"It is better to lead from behind and to put others in front, especially when you celebrate victory when nice things occur. You take the front line when there is danger. Then people will appreciate your leadership."* --**Nelson Mandela**
6. *"Leadership and learning are indispensable to each other."* --**John F. Kennedy**

100 Answers to the Question: What Is Leadership?



- 7.** *"The greatest leader is not necessarily the one who does the greatest things. He is the one that gets the people to do the greatest things."* --**Ronald Reagan**
- 8.** *"Successful leadership is leading with the heart, not just the head. They possess qualities like empathy, compassion and courage."* --**Bill George**
- 9.** *"The task of leadership is not to put greatness into people, but to elicit it, for the greatness is there already."* --**John Buchan**
- 10.** *"A great person attracts great people and knows how to hold them together."*--**Johann Wolfgang Von Goethe**
- 11.** *"When the leadership is right and the time is right, the people can always be counted upon to follow--to the end at all costs."* --**Harold J. Seymour**
- 12.** *"Leaders must be self-reliant individuals with great tenacity and stamina."*--**Thomas E. Cronin**
- 13.** *"Leadership: The capacity and will to rally people to a common purpose together with the character that inspires confidence and trust."* --**Bernard Montgomery**

100 Answers to the Question: What Is Leadership?



14. *"All of the great leaders have had one characteristic in common: it was the willingness to confront unequivocally the major anxiety of their people in their time. This, and not much else, is the essence of leadership."* --**John Kenneth Galbraith**

15. *"Leadership is the capacity to translate vision into reality."* --**Warren Bennis**

16. *"Leadership defines what the future should look like, aligns people with that vision, and inspires them to make it happen, despite the obstacles."* --**John Kotter**

17. *"I start with the premise that the function of leadership is to produce more leaders, not more followers."* --**Ralph Nader**

18. *"I think leadership comes from integrity--that you do whatever you ask others to do. I think there are non-obvious ways to lead. Just by providing a good example as a parent, a friend, a neighbor makes it possible for other people to see better ways to do things. Leadership does not need to be a dramatic, fist in the air and trumpets blaring, activity."* --**Scott Berkun**

19. *"Leadership is the capacity to influence others through inspiration motivated by passion, generated by vision, produced by a conviction, ignited by a purpose."* --**Myles Munroe**

100 Answers to the Question: What Is Leadership?



- 20.** *"Leadership is unlocking people's potential to become better." -- **Bill Bradley***
- 21.** *"The art of leadership is saying no, not saying yes. It is very easy to say yes." ----**Tony Blair***
- 22.** *"Effective leadership is not about making speeches or being liked; leadership is defined by results not attributes." --**Peter F. Drucker***
- 23.** *"One measure of leadership is the caliber of people who choose to follow you." --**Dennis Peer***
- 24.** *"Innovation distinguishes between a leader and a follower." --**Steve Jobs***
- 25.** *"Leadership is simply causing other people to do what the leaders want. Good leadership, whether formal or informal, is helping other people rise to their full potential while accomplishing the mission and goals of the organization. All members of an organization, who are responsible for the work of others, have the potential to be good leaders if properly developed." --**Bob Mason***

100 Answers to the Question: What Is Leadership?



26. *"Leadership is the art of getting someone else to do something you want done because he wants to do it."* --**Dwight Eisenhower**

27. *"The very essence of leadership is that you have to have a vision. It's got to be a vision you articulate clearly and forcefully on every occasion. You can't blow an uncertain trumpet."* --**Theodore Hesburgh**

28. *"Leadership is the art of mobilizing others to want to struggle for shared aspirations."* --**James Kouzes and Barry Posner**

29. *"A leader takes people where they want to go. A great leader takes people where they don't necessarily want to go, but ought to be."* --
Rosalynn Carter

30. *"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."* -- **John Quincy Adams**

31. *"Leadership is not a person or a position. It is a complex moral relationship between people, based on trust, obligation, commitment, emotion, and a shared vision of the good."* --**Joanne Ciulla**

100 Answers to the Question: What Is Leadership?



32. *"The challenge of leadership is to be strong, but not rude; be kind, but not weak; be bold, but not bully; be thoughtful, but not lazy; be humble, but not timid; be proud, but not arrogant; have humor, but without folly."* -
Jim Rohn

33. *"Leadership is lifting a person's vision to high sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations."* --**Peter Drucker**

34. *"Leadership is an opportunity to serve. It is not a trumpet call to self-importance."* --**J. Donald Walters**

35. *"Leadership is a matter of having people look at you and gain confidence, seeing how you react. If you're in control, they're in control."* --
Tom Landry

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

37. *"Leadership is the process of persuasion or example by which an individual (or leadership team) induces a group to pursue objectives held by the leader or shared by the leader and his or her followers."*--**John W. Gardner**

100 Answers to the Question: What Is Leadership?



38. *"My definition of a leader... is a man who can persuade people to do what they don't want to do, or do what they're too lazy to do, and like it."* --**Harry S. Truman**

39. *"Leadership is the capacity to translate vision into reality."* --**Warren Bennis**

40. *"A leader is a dealer in hope."* --**Napoleon Bonaparte**

41. *Leadership is the collective action of everyone you influence. Your behavior--your actions and your words--determines how you influence. Our job as leaders is to energize whatever marshals action within others.* --**David Caullo**

42. *"A leader has to be somebody who's getting people to do things which don't seem to make sense to them or are not in their best interest--like convincing people that they should work 14 hours a day so that someone else can make more money."* --**Scott Adams**

43. *"Leadership is the ability to guide others without force into a direction or decision that leaves them still feeling empowered and accomplished."* --**Lisa Cash Hanson**

100 Answers to the Question: What Is Leadership?



44. *"The task of the leader is to get his people from where they are to where they have not been."* --**Henry Kissinger**

45. *"Leadership is about service to others and a commitment to developing more servants as leaders. It involves co-creation of a commitment to a mission."* --**Robert Greenleaf**

46. *"Leadership is working with and through others to achieve objectives."* --**Paul Hersey**

47. *"Management is about arranging and telling. Leadership is about nurturing and enhancing."* --**Tom Peters**

48. *"Leadership is a potent combination of strategy and character. But if you must be without one, be without the strategy."* --**Norman Schwarzkopf**

49. *"A leader's role is to raise people's aspirations for what they can become and to release their energies so they will try to get there."* --**David R. Gergen**

100 Answers to the Question: What Is Leadership?



50. *"Leadership is unlocking people's potential to become better."* --**Bill Bradley**

51. *"Effective leadership is putting first things first. Effective management is discipline, carrying it out."* --**Stephen Covey**

52. *"Leadership is solving problems. The day soldiers stop bringing you their problems is the day you have stopped leading them. They have either lost confidence that you can help or concluded you do not care. Either case is a failure of leadership."* --**Colin Powell**

53. *"Leadership is the key to 99 percent of all successful efforts."* --**Erskine Bowles**

54. *"Leadership is a matter of how to be, not how to do it."* --**Frances Hesselbein**

55. *"Leadership is the ability to establish standards and manage a creative climate where people are self-motivated toward the mastery of long-term constructive goals, in a participatory environment of mutual respect, compatible with personal values."* --**Mike Vance**

100 Answers to the Question: What Is Leadership?



56. *"Leadership is getting people to work for you when they are not obligated."* -- **Fred Smith**

57. *"One of the tests of leadership is the ability to recognize a problem before it becomes an emergency."* -- **Arnold Glasow**

58. *"Leadership is the art of influencing others to their maximum performance to accomplish any task, objective or project."* -- **W.A. Cohen**

59. *"A good leader is a caring leader -- he not only cares about his people, he actively takes care of them."* -- **Harald Anderson**

60. *"There are almost as many definitions of leadership as there are persons who have attempted to define the concept."* -- **Ralph Stogdill**

61. *"The growth and development of people is the highest calling of leadership."* -- **Harvey S. Firestone**

100 Answers to the Question: What Is Leadership?



62. *"Keep your fears to yourself, but share your inspiration with others."* --**Robert Louis Stevenson**

63. *"Without passion, a person will have very little influence as a leader."* --**Michele Payn-Knoper**

64. *"Leadership is an intangible quality with no clear definition. That's probably a good thing, because if the people who were being led knew the definition, they would hunt down their leaders and kill them."* --**Scott Adams.**

65. *"Leadership is doing what is right when no one is watching."* --**George Van Valkenburg**

66. *"Leadership is someone who demonstrates what's possible."* --**Mark Yarnell**

67. *"Leadership is practiced not so much in words as in attitude and in actions."* --**Harold Geneen**

100 Answers to the Question: What Is Leadership?



68. *"Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity."* --**George Smith Patton**

69. *"Leadership by example is the only kind of real leadership. Everything else is dictatorship."* --**Albert Emerson**

70. *"The leader is one who mobilizes others toward a goal shared by leaders and followers. ... Leaders, followers and goals make up the three equally necessary supports for leadership."* --**Gary Wills**

71. *"The leader must know, must know that he knows, and must be able to make it abundantly clear to those around him that he knows."* --**Clarence Randall**

72. *"Leadership is about taking responsibility and not making excuses."* --**Mitt Romney**

73. *"Leadership is difficult but it is not complex."* --**Michael McKinney**

100 Answers to the Question: What Is Leadership?



74. *"Great leadership is about human experiences, not processes. Leadership is not a formula or a program, it is a human activity that comes from the heart and considers the hearts of others."* --**Lance Secretan**

75. *"Leadership is a process whereby an individual influences a group of individuals to achieve a common goal."* --**P.G. Northouse**

76. *"Followers are the gem cutters of leadership coaxing out its full brilliance."* --**Ira Chaleff**

77. *"A leader cannot lead until he knows where he is going."* --**Anonymous**

78. *"Leaders aren't born, they are made."* —**Vince Lombardi**

79. *"The final test of a leader is that he leaves behind him in other men, the conviction and the will to carry on."* --**Walter Lippmann**

100 Answers to the Question: What Is Leadership?



80. *"The function of a leader within any institution: to provide that regulation through his or her non-anxious, self-defined presence."* --**Edwin H. Friedman**

81. *"The greatness of a leader is measured by the achievements of the led. This is the ultimate test of his effectiveness."* --**Omar Bradley**

82. *"The leadership instinct you are born with is the backbone. You develop the funny bone and the wishbone that go with it."* --**Elaine Agather**

83. *"The best way to lead people into the future is to connect with them deeply in the present."* --**James Kouzes and Barry Posner**

84. *"Leadership consists of picking good men and helping them do their best."* -- **Chester W. Nimitz**

85. *"To get others to come into our ways of thinking, we must go over to theirs; and it is necessary to follow, in order to lead."* --**William Hazlitt**

100 Answers to the Question: What Is Leadership?



86. *"Leadership requires using power to influence the thoughts and actions of other people."* --**A. Zalenik**

87. *"The mark of a great man is one who knows when to set aside the important things in order to accomplish the vital ones."* --**Brandon Sanderson**

88. *"Our work is our most important resource to develop our people."* --**Jim Trinko and Les Wallace**

89. *"Successful leaders see the opportunities in every difficulty rather than the difficulty in every opportunity."* --**Reed Markham**

90. *"The most important thing about a commander is his effect on morale."* --**Viscount Slim**

91. *"While a good leader sustains momentum, a great leader increases it."* --**John C. Maxwell**

100 Answers to the Question:



What Is Leadership?

92. *"The mediocre teacher tells. The good teacher explains. The superior teacher demonstrates. The great teacher inspires."* --

William Arthur Ward

93. *"He who cannot be a good follower cannot be a good leader."* —

Aristotle

94. *"For me, leadership is making a difference. It's using your agency to bring about change."* --

Melanne Verveer

95. *"That is what leadership is all about: staking your ground ahead of where opinion is and convincing people, not simply following the popular opinion of the moment."*--

Doris Kearns

Goodwin

96. *"The way I would measure leadership is this: of the people that are working with me, how many wake up in the morning thinking that the company is theirs?"* --

David M. Kelley

97. *"You don't lead by pointing and telling people some place to go. You lead by going to that place and making a case."* --

Ken Kesey

100 Answers to the Question: What Is Leadership?



98. *"Not the cry, but the flight of a wild duck, leads the flock to fly and follow."* --**Chinese Proverb**

99. *"To command is to serve, nothing more and nothing less."* --**Andre Malraux**

100. *"Leadership is leading people with your whole heart."*
- **Lolly Daskal**

100 Answers to the Question: What Is Leadership?

There are as many definitions of leadership as
there are leaders.

100 Answers to the Question: What Is Leadership?



This is a series of Training for
your Management TEAM

Good Selling !



J.W. Owens - 561-372-5922
results.jwowens@gmail.com

**A Management
Perspective 303 Series**



Disclaimer: The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning J.W. Owens. The Company makes no representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein. In addition, the information contains white papers, shared presentation from others, industry material, public or shared information from others and J.W. Owens that may reflect the his current views with respect to future events and performance. This presentation does not constitute an offer or invitation to purchase or subscribe or to provide any service or advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or decision in relation thereto.