WHO IS A LEADER?

"A PERSON WHO INFLUENCES A GROUP OF PEOPLE TOWARDS THE ACHIEVEMENT OF A GOAL".
Leadership is a process by which a person influences others to accomplish an objective and directs the organization in a way that makes it more cohesive and coherent.
A mnemonic for leadership would be 3P's - *Person, People and Purpose*
Is leadership a position of office or authority?

Or

Is leadership an ability in the sense that he is a leader because he leads?
A leader by its meaning is one who goes first and leads by example, so that others are motivated to follow him.

To be a leader, a person must have a deep-rooted commitment to the goal that he will strive to achieve it even if nobody follows him!
“You will never have a greater or lesser dominion than that over yourself...the height of a man's success is gauged by his self-mastery; the depth of his failure by his self-abandonment. ...And this law is the expression of eternal justice. He who cannot establish dominion over himself will have no dominion over others.”

- Leonardo da Vinci

“He who controls others may be powerful, but he who has mastered himself is mightier still”

- Lao Tzu
LEADERSHIP STYLES

• Democratic
• Autocratic
• Laissez-faire
Decision making is an important skill which anyone who wants to be a leader or who wants to achieve anything great in life must have.

It is the mark of great leadership to be decisive and to make the right decisions at the right time for the right reasons.

The opposite is also true: an inability to be decisive and to make the right decisions can be a huge liability and a great cause of failure.
A requirement for leadership is personal vision - the ability to visualize your goal as an accomplished fact; a thing already achieved.

“The very essence of leadership is that you have to have vision. You can't blow an uncertain trumpet.” Theodore M. Hesburgh

“The leader has to be practical and a realist, yet must talk the language of the visionary and the idealist.” Eric Hoffer
Why are some individuals more effective than others at influencing people?

Effectiveness in leadership has been attributed to
(1) persuasion skills
(2) leadership styles and
(3) personal attributes of the leader
To be a leader, one must have followers.  
To have followers, one must have their trust.  
How do you win their trust?  
Why would others trust you?  
Most important, are you worthy of their trust?
Leaders carry out this process by applying their leadership knowledge and skills. This is called **Process Leadership**.

We know that we have traits that can influence our actions. This is called **Trait Leadership**.
Good leaders are made not born.

If you have the desire and willpower, you can become an effective leader.

Good leaders develop through a never ending process of self-study, education, training, and experience.
“If your actions inspire others to dream more, learn more, do more and become more, you are a leader.”

John Quincy Adams
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