

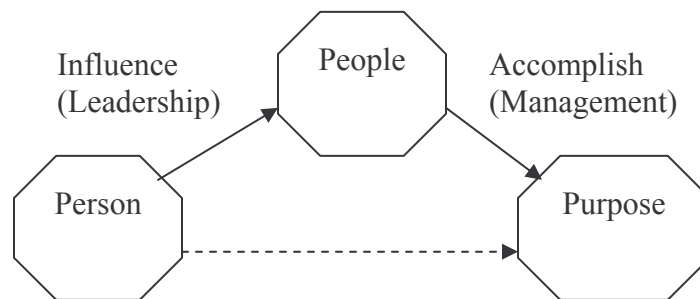
I. Introduction -

II. Defining Leadership

a. Case Study – Choosing a new college president

- i. Divide in to small groups
- ii. Read case study
- iii. Answer questions
 1. As a member of the board, how would you vote and why?
 2. What qualities would you look for in a leader?

b. Three Dimensions of Leadership



c. Leadership is a PERSON who influences PEOPLE to accomplish a PURPOSE.

III. Leadership Profile

a. Characteristics of Good Leaders

- i. Purpose-Related
 1. Persistence – Endurance or Staying Power
 2. Resistance – “It’s windy at the top.” Can handle attacks and failure.
- ii. People-Related
 1. Servanthood – meet the needs of those you intend to lead and following those who lead you.
 2. Sensitivity to mentor others – develop people, not programs
- iii. Personal Life
 1. Integrity
 2. Self-mastery (Competence)
 3. Attitude
 4. Confidence
 5. Ambition
 6. Commitment

7. etc...

b. Distinctions Between Manager and Leader

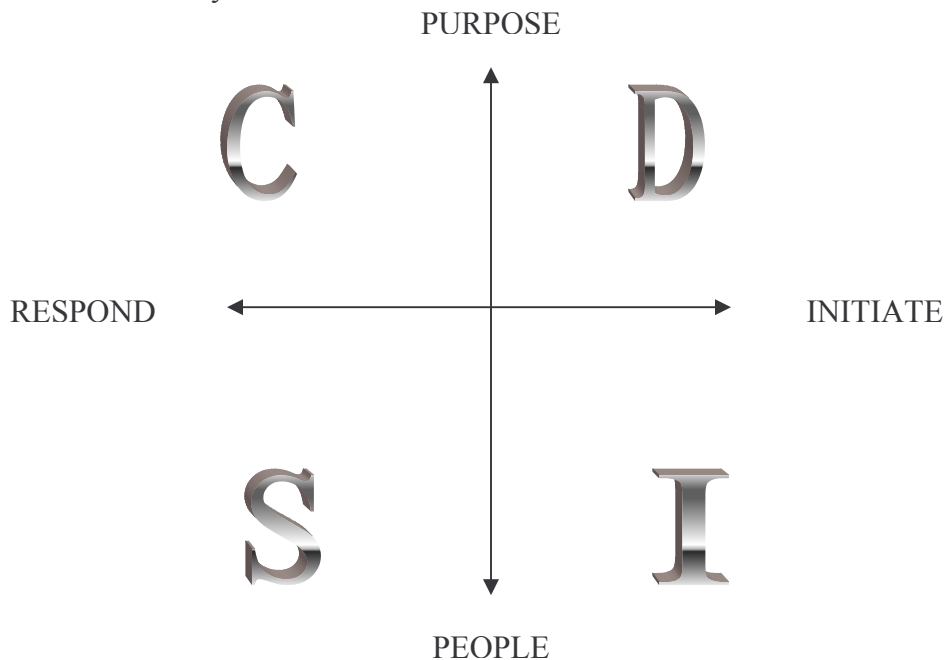
- i. The manager administers; the leader innovates.
- ii. The manager is a copy; the leader is an original.
- iii. The manager maintains; the leader develops.
- iv. The manager accepts reality; the leader investigates it.
- v. The manager focuses on systems and structure; the leader focuses on people.
- vi. The manager relies on control; the leader inspires trust.
- vii. The manager has a short-range view; the leader has a long-range perspective.
- viii. The manager asks how and when; the leader asks what and why.
- ix. The manager has her eyes always on the bottom line; the leader has her eye on the horizon.
- x. The manager imitates; the leader originates.
- xi. The manager accepts the status quo; the leader challenges it.
- xii. The manager is the classic good soldier; the leader is her own person.
- xiii. The manager does things right; the leader does the right thing.

c. Personal Leadership Profile

- i. Leadership Inventory

IV. Leadership Potential

a. Personality – DISC

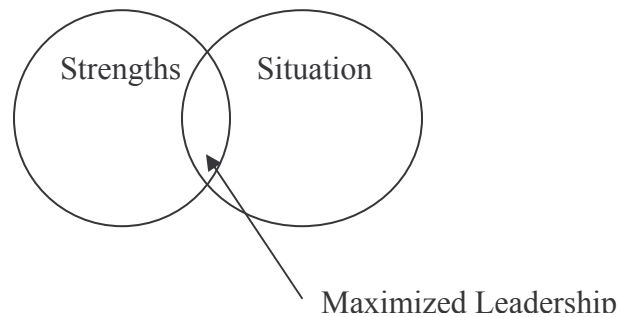


- i. D – Dominance
 1. Direct
 2. Decisive
 3. Determined

- ii. I – Influence
 - 1. Inspirational
 - 2. Involved
 - 3. Impressive to others
- iii. S – Steadiness
 - 1. Servant
 - 2. Supportive
 - 3. Sensitive
- iv. C – Conscientious
 - 1. Competent
 - 2. Calculating
 - 3. Critical Thinking

- v. Where do you think that you fit on the grid?
- vi. Where do you wish that you fit on the grid?
- vii. Where does your friend think you fit on the grid?
- viii. Read the profile for the top two descriptions and underline what describes you.

- b. Maximized Leadership
 - i. Know your Characteristics
 - ii. Know your Personality
 - iii. Know your Situation



- c. Action Plan for improvement
 - i. Based on the Leadership Inventory
 - ii. Based on the Personality Profile
 - iii. Complete your action plan

V. Conclusion -