Leadership
Book Review

1st Published: 1993
Over 1 million copies sold
About John C. Maxwell

❖ Christian & Pastor.

❖ Multiple Best-Selling Author – over 74 leadership books.

❖ #1 Leadership Expert, Speaker and Coach.

❖ Trainer of more than 6 million leaders in 185 countries worldwide.

❖ Lives in South Florida with his wife, Margaret.

Book Review: Developing the Leader Within You
Why You Must Read This Book

Everything rises and falls on Leadership.

Will help you establish sound leadership foundation & principles.

Comprehensive, practical and relational.

Book Review: Developing the Leader Within You
Book Outline: 10 Chapters

❖ The Definition of Leadership (Influence)
❖ The Key to Leadership (Priorities)
❖ The Most Important Ingredient of Leadership (Integrity)
❖ The Ultimate Test of Leadership (Creating Positive Change)
❖ The Quickest Way to Gain Leadership (Problem Solving)
❖ Developing Your Most Appreciable Asset (People)
❖ The Extra Plus in Leadership (Attitude)
❖ The Indispensable Quality of Leadership (Vision)
❖ The Price Tag of Leadership (Self-Discipline)
❖ The Most Important Lesson of Leadership (Staff Development)

Book Review: Developing the Leader Within You
Everyone is a leader within a sphere of influence.

It takes influence for a leader to outline a vision others will gladly and confidently follow.

5 Levels of Leadership

Level 1: Position.
- Leadership is based on title, not talent.
- Leadership by authority... not always productive.

Level 2: Permission
- Based on relationship and winning trust.

Level 3: Production
- Result-oriented.
- Leads people to accomplish a purpose.

Level 4: People Development
- Develops key leaders.

Level 5: Personhood
The Key to Leadership – PRIORITIES

- Success in leadership is not all about how hard you work but how smart.
- Understand and apply the **Pareto Principle**:
  - 20% of your priorities or people will give 80% of the results.
  - Spend 80% of your time, energy and resources on the top 20% priorities/performers.

Book Review: *Developing the Leader Within You*
How to Prioritise Your Assignments

- High Importance, High Urgency: Tackle First
- High Importance, Low Urgency: Set Deadline
- Low Importance, High Urgency: Delegate
- Low Importance, Low Urgency: Drop It

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The Most Important Ingredient of Leadership – Integrity

- **Integrity**: “I am who I am, no matter where I am or who I’m with”

- A leader’s integrity (or lack of it) will make (or destroy) him.

- **Integrity**:
  - Means “Living It Myself” before “Leading Others.”
  - Results in a solid reputation (Great Wall of China).

Book Review: Developing the Leader Within You
The Ultimate Test of Leadership — Creating Positive Change

Develop Trust with People

Live the Change Yourself

Know & Empower Your Top Influencers

Show People how the Change will Benefit Them

Give Your People Ownership of the Change

Book Review: Developing the Leader Within You
The Quickest Way to Gain Leadership – Problem Solving

❖ Problems are the conditions for success – embrace the challenges they bring.

❖ Many outstanding leaders overcame problems in their lives:

  › Abraham Lincoln – born in abject poverty.
  › King David – wrote many Psalms while in difficulty.
  › Albert Einstein – slow learner, called “Uneducable”.

Book Review: Developing the Leader Within You
The Problem-Solving Process

1. Identify the Problem (not symptoms!)
2. Prioritise the Problem (don’t solve all at once!)
3. Choose the Right People to help you
4. Outline Problem Root Causes and Solution Options
5. Prioritise & Select Solutions
6. Implement the Best Solution & Evaluate

Book Review: Developing the Leader Within You
The Extra Plus in Leadership – Attitude

❖ A leader’s attitude will determine his success/failure.
❖ The adjustment of our attitude is a lifelong project:
  ‣ Melvin Maxwell ("My attitude does not run on automatic")
❖ We are ultimately responsible for our attitude, no matter the events around us:
  ‣ "God chooses what we go through. We choose how we go through it."
Principles for Developing Your Most Appreciable Asset — PEOPLE

- The yardstick of leadership is the degree of our commitment in **developing others to lead**.
- Create an environment of mutual advantage — “If you grow, we all benefit!”

**TIME:** It takes time. Be patient and willing to commit.

**OPPORTUNITY:** Proactively look for opportunities to build people up.

**BE A MODEL OTHERS CAN FOLLOW:** “People do what people see”

**BE A PEOPLE PERSON:** If you can’t work with people, you cannot develop them.

Book Review: Developing the Leader Within You
The Indispensable Quality of Leadership – VISION

✈ Great leaders:

⦁ Know where they are going.

⦁ Persuade others to follow them.

✈ You can only ‘carry’ others as far as your vision has taken you.

✈ People buy into the leader first before they buy into his vision.

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Understanding What Hinders Corporate Vision

- Limited Leaders
- Satisfied Sitters
- Self-Seekers
- Failure Forecasters
- Problem Perceivers

Book Review: Developing the Leader Within You
The Price Tag of Leadership – Self-Discipline

❖ A leader’s #1 responsibility is own discipline and personal growth.

❖ You cannot lead others until you have conquered and led yourself.

❖ More leaders fail because of inner than outer issues.
Steps to Developing Personal Self-Discipline

1. Start Small but with Yourself
2. Start NOW
3. Organise Your Life
4. Welcome Responsibility
5. Be Accountable
6. Develop Integrity & Character

Book Review: Developing the Leader Within You
The growth and development of people is the highest calling of leadership.

Great leaders go beyond developing people: they build and surround themselves with a winning team.

Those closest to the leader will determine his level of success or failure.
Everything rises and falls on Leadership!

Book Review: Developing the Leader Within You