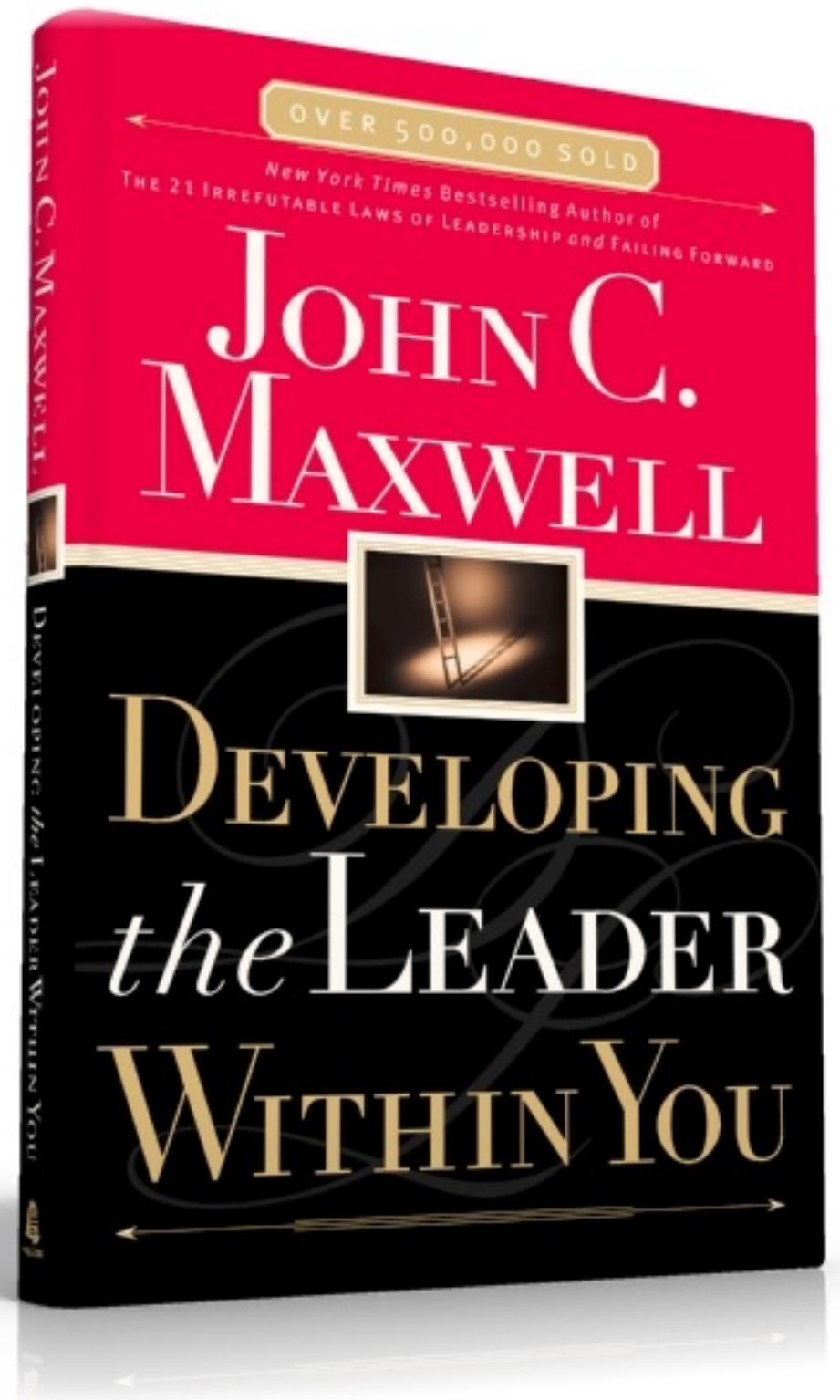


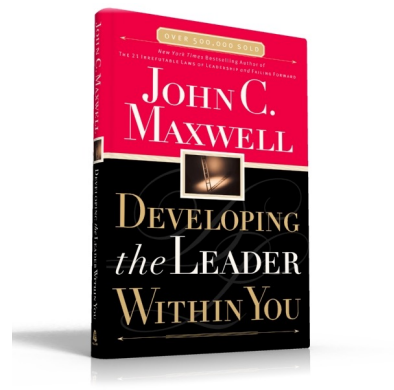
Leadership Book Review

1st Published: 1993

Over 1 million copies sold



Book Review: Developing the Leader Within You

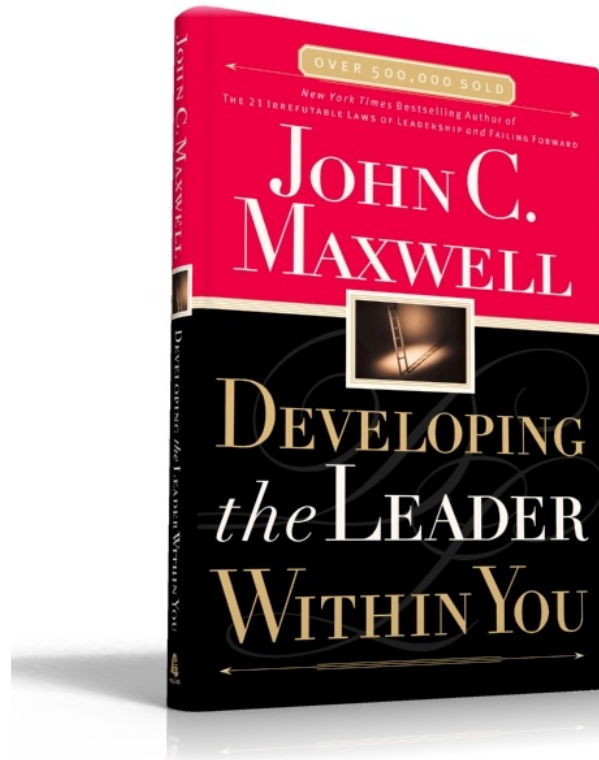


About John C. Maxwell

- ❖ 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.



Why You Must Read This Book



Everything rises
and falls on
Leadership.

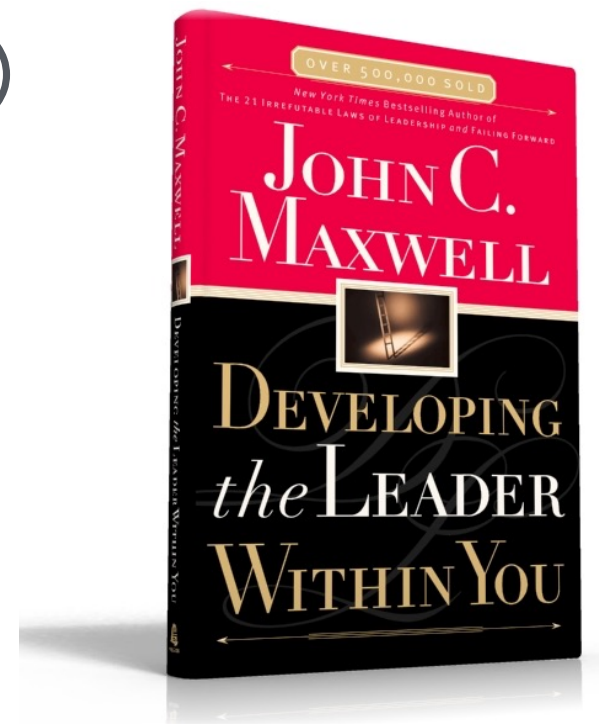
Will help you
establish sound
leadership
foundation &
principles.

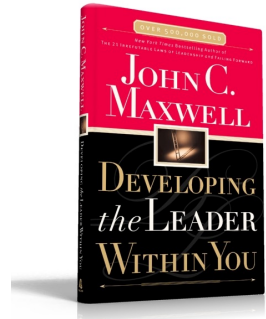
Comprehensive,
practical and
relational.



Book 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)

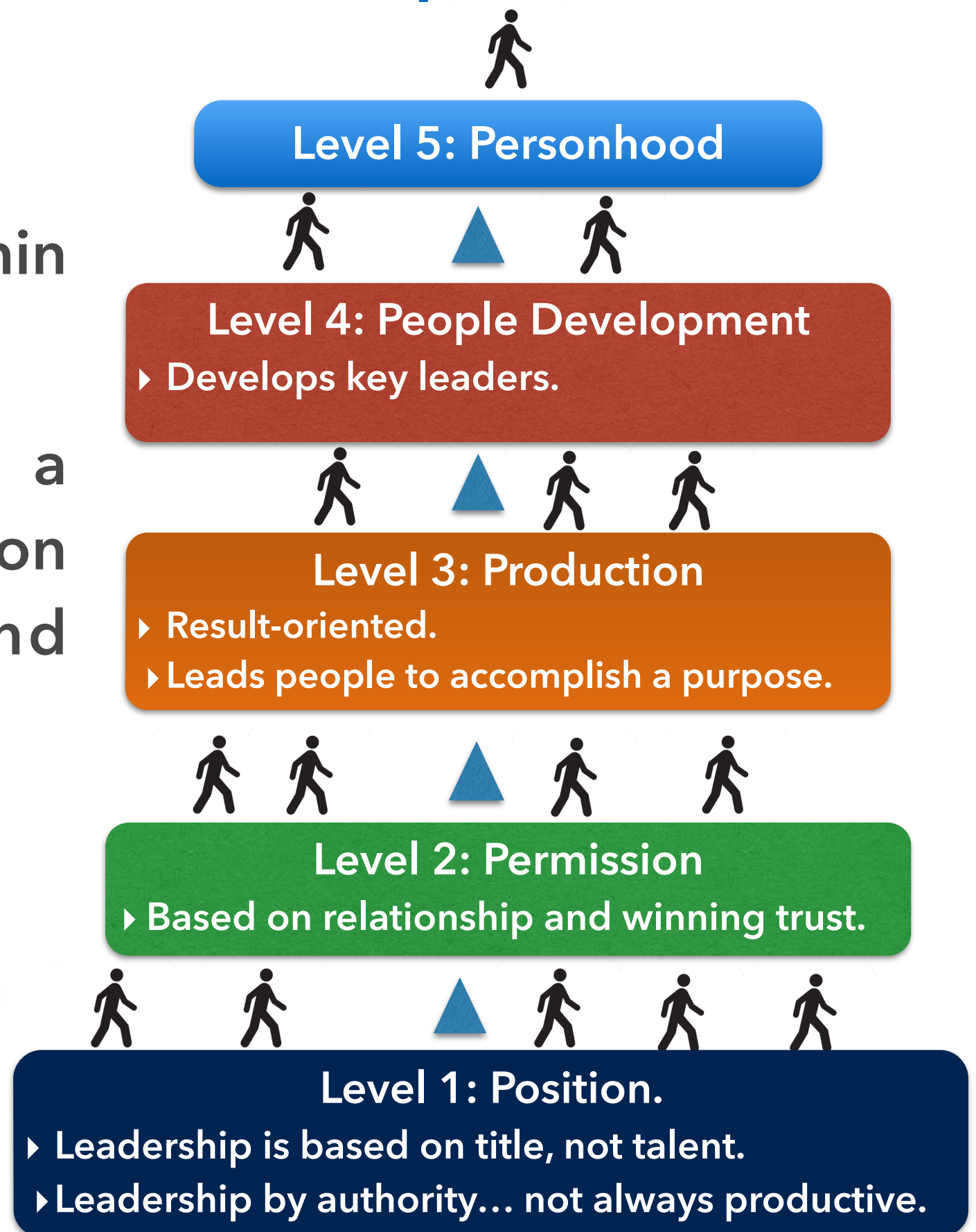


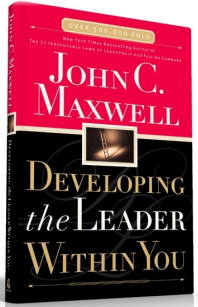


The Definition of Leadership – INFLUENCE

- ❖ 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.

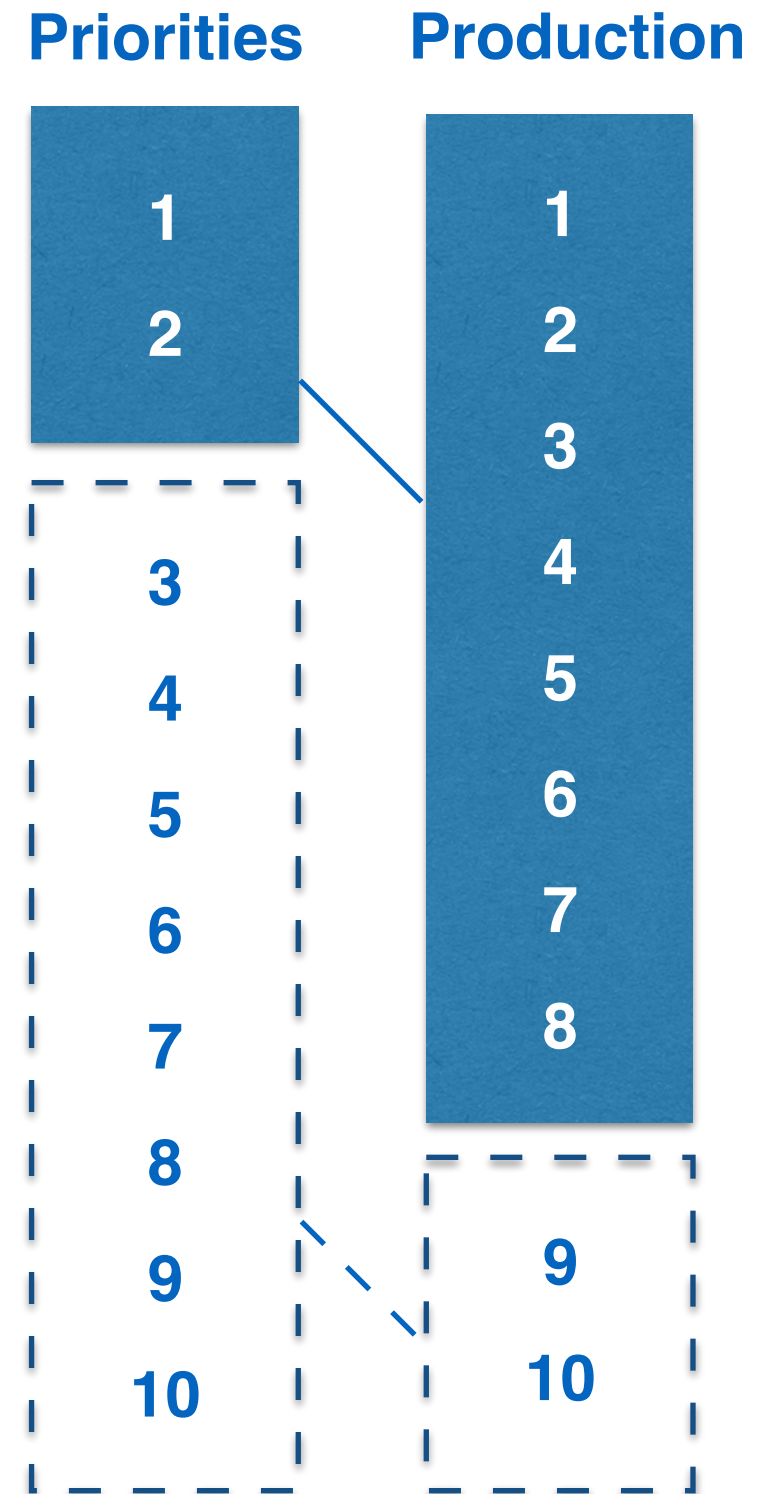
5 Levels of Leadership

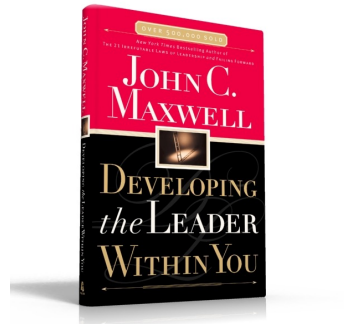




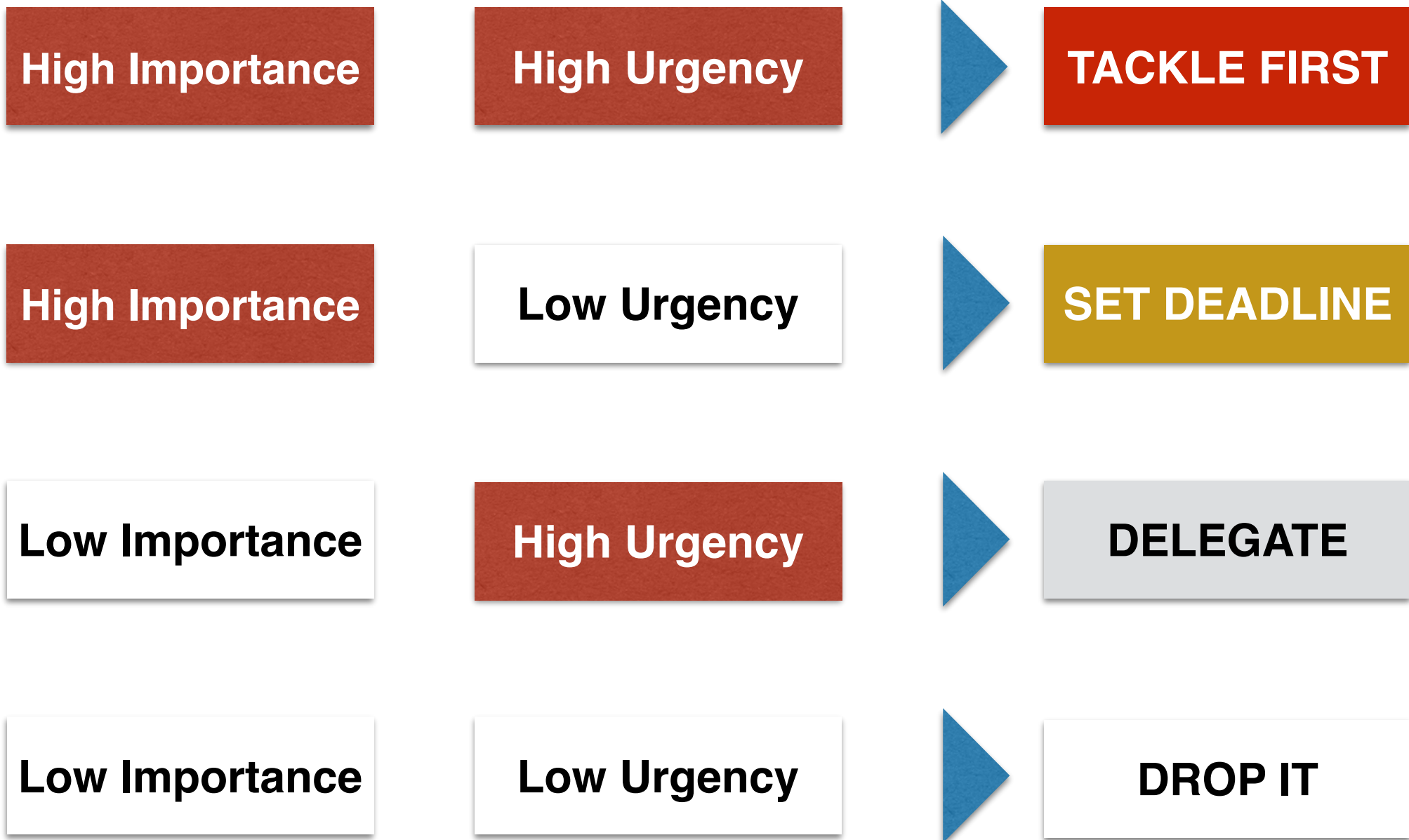
The Key to Leadership – PRIORITIES

- ❖ 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.



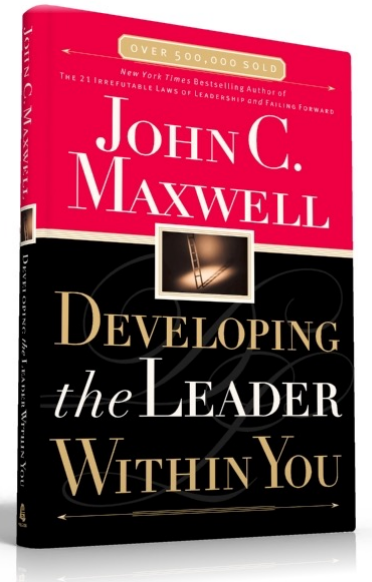


How to Prioritise Your Assignments



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*).



The Ultimate Test of Leadership – Creating Positive Change

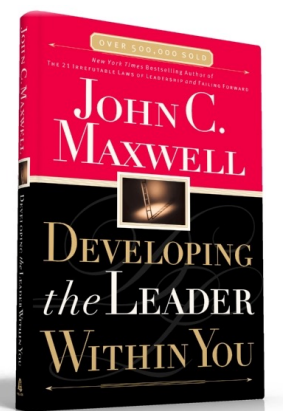
Develop
Trust with
People

Live the
Change
Yourself

Know &
Empower
Your Top
Influencers

Show People
how the
Change will
Benefit Them

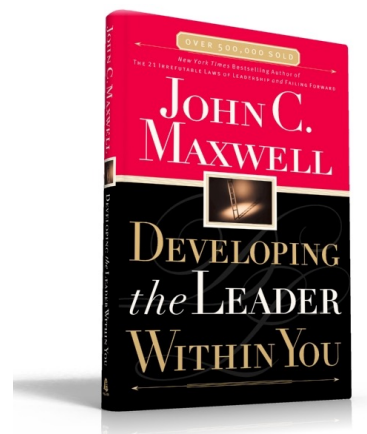
Give Your
People
Ownership of
the Change

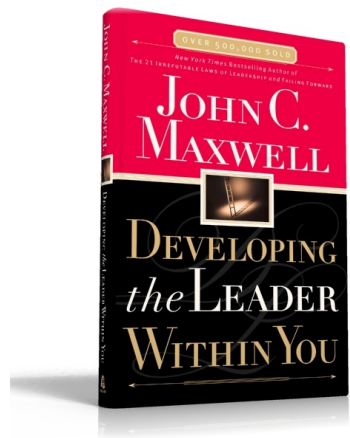


Book Review: Developing the Leader Within You

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”.*





The Problem-Solving Process

Implement the Best Solution & Evaluate

Prioritise & Select Solutions

Outline Problem Root Causes and Solution Options

Choose the Right People to help you

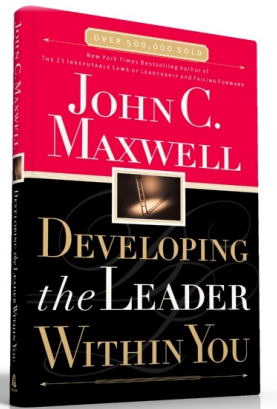
Prioritise the Problem (don't solve all at once!)

Identify the Problem (not symptoms!)



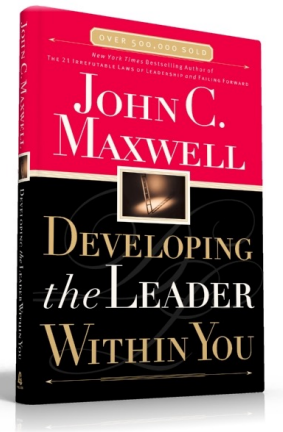
The Extra Plus in Leadership – Attitude

- ❖ 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.

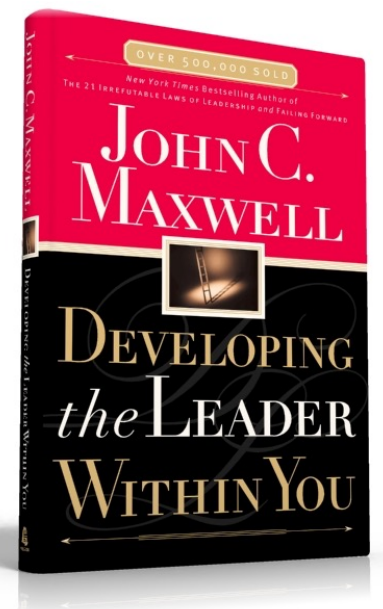
BE A MODEL OTHERS CAN FOLLOW: “People do what people see”

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



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.



Understanding What Hinders Corporate Vision

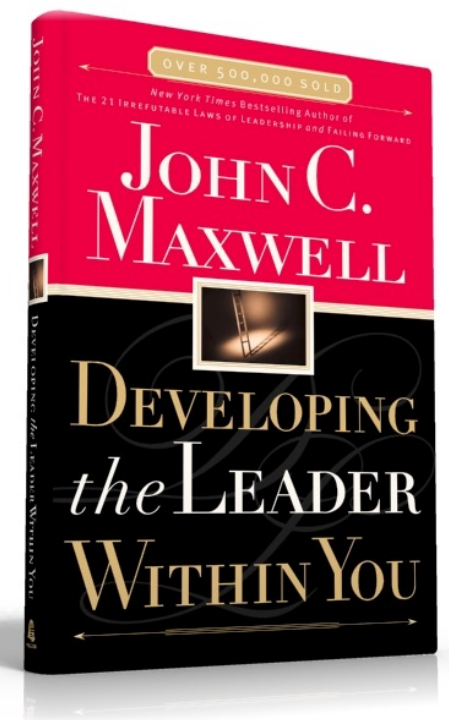
Limited
Leaders

Satisfied
Sitters

Problem
Perceivers

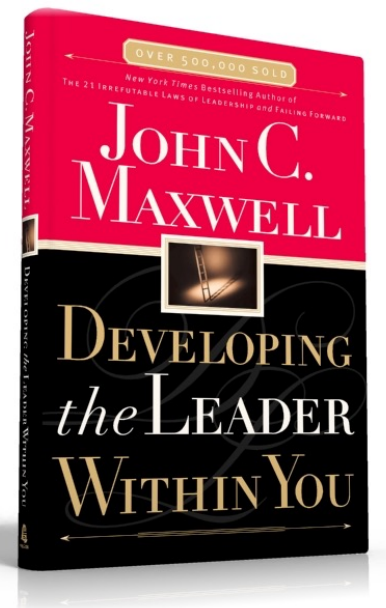
Self-Seekers

Failure
Forecasters

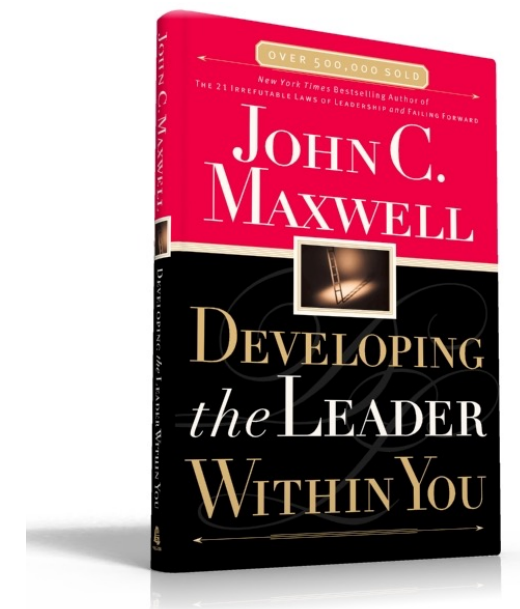


The Price Tag of Leadership – Self-Discipline

- ❖ 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.

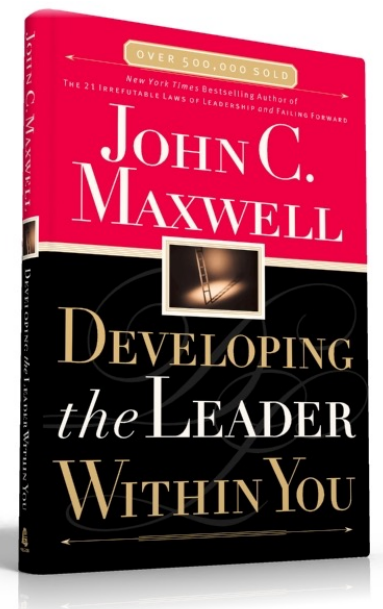


Steps to Developing Personal Self-Discipline



The Most Important Lesson of Leadership – Staff Development

- ❖ 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.



Closing Thoughts...

Everything
rises and falls
on Leadership!

