

TEN CHARACTERISTICS OF GOOD AND WEAK LEADERS:

1. GOOD LEADERS understand what is happening. They size up the situation, put themselves in the right position to respond, prepare, and then act at the proper time.

WEAK LEADERS are blind to the current situation. They solve the wrong problems in the wrong way.

2. GOOD LEADERS encourage. They give credit when things go well and take responsibility when they don't go well.

WEAK LEADERS discourage others. They find fault and blame. They criticize when things don't go right.

3. GOOD LEADERS keep learning. A cross-discipline study of leadership indicated that effective leaders in all fields are always learning. They constantly improve their skills. The best leaders are perpetual learners. Unlike weak leaders, they know that a spurt here and a spurt there does not make one an expert!

WEAK LEADERS know it all. They already have the answers.

4. GOOD LEADERS, however, will often go where there is no path and leave a trail. They are sure of their direction and they act boldly.

WEAK LEADERS never rock the boat. They won't make courageous decisions for fear of failing. They prefer to keep things as they are, even if the system is not working all that well. Weak leaders will almost always follow the well-worn path.

5. GOOD LEADERS know that authority is more earned than granted.

WEAK LEADERS keep others in their place. They remind them who is boss.

6. GOOD LEADERS identify the gifts, strengths and limitations of those they lead. They assign, train, encourage and then get out of the way.
WEAK LEADERS do all of the work themselves. They delegate poorly. They micro-manage and control.
7. GOOD LEADERS, on the other hand, help their subordinates find success. They give a hand up. They realize that when one is lifted to another's shoulders, both stand taller.
WEAK LEADERS sabotage the successes of others. When those below them succeed, they feel threatened.
8. GOOD LEADERS always lead by example.
WEAK LEADERS ask others do what they are not willing to do themselves, and try to get others to go places they have not been.
9. GOOD LEADERS know that motivation by force destroys morale. They understand that people respond best to positive incentive. They know that people who believe in themselves will do more work and better work.
WEAK LEADERS motivate by force. They cajole, intimidate, threaten and issue ultimatums.
10. GOOD LEADERS listen and learn. Good salespeople know this. Good motivators know this. Good leaders know this.
WEAK LEADERS do not listen to those they lead. Their minds are already made up and they charge recklessly ahead.