



# LEADERSHIP

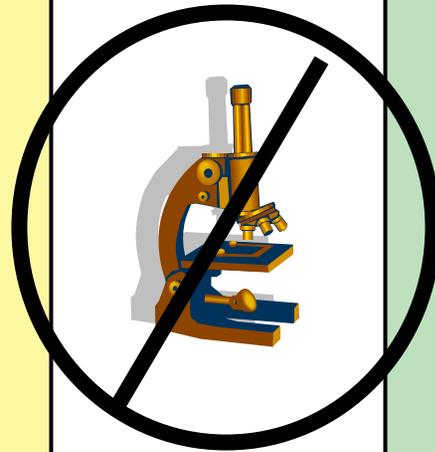


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# Leadership

## Defined

- Webster's Definition: the office or position of a leader. The quality of a leader. The ability to lead.



Is Not An  
Exact  
Science

- Army's Definition: Influencing people by providing purpose, direction, and motivation – while operating to accomplish the mission and improving the organization.

# Leadership

## Defined (Cont)

- Develop
  - Character
  - Competence
  - Integrity



ACHIEVING EXCELLENCE

# Leadership Position

- Difference between being the boss and being a leader
  - The boss drives his workers; the leader coaches them
  - The boss depends upon authority; the leader on goodwill
  - The boss inspires fear; the leader inspires enthusiasm
  - The boss say “I”; the leader, “we”.
  - The boss fixes the blame for the breakdown; the leader fixes the breakdown.
  - The boss knows how it was done; the leader shows how.
  - The boss says, “Go”; the leader says, “Let’s go!”

**REAL LEADERSHIP IS BEING THE PERSON OTHERS  
WILL GLADLY AND CONFIDENTLY FOLLOW.**

Excerpt from John C.  
Maxwell, "Developing the Leader  
Within You"

# Leadership

Most Appreciable Asset: People

People don't care how much you now until they know how much you care.

Do "win – win" or don't do it. Learn to negotiate.

Deal wisely with Difficult people.

See situations through Other people's eyes.

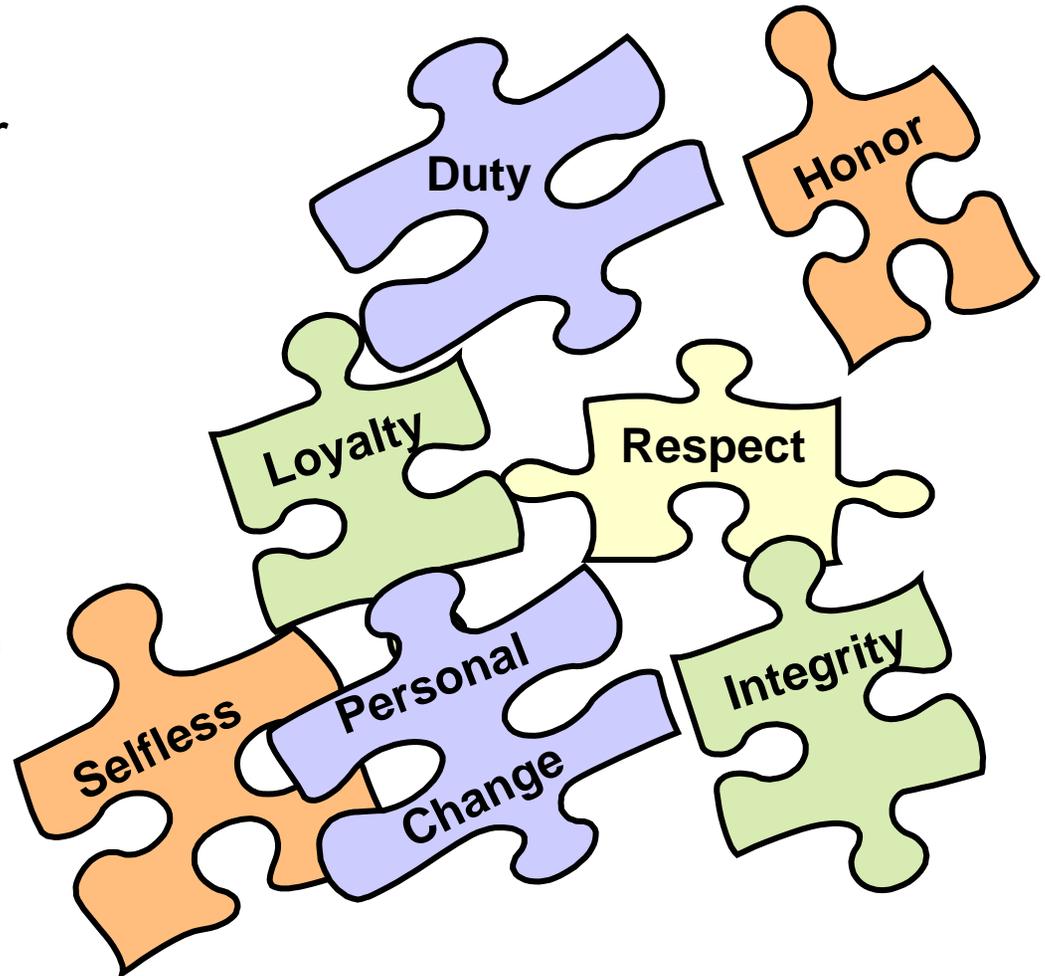
Include others in your journey.

THE MORE PEOPLE YOU DEVELOP, THE GREATER THE EXTENT OF YOUR DREAMS.

# Leadership

## Summary

- Leaders must be willing to shape their people (i.e. character building, etc)
- Leaders must know the job.
- Leaders must ACT and be willing to DO what it takes



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