



## What they say about leadership...

### Some interesting thoughts and words of wisdom about leadership.

"The leader's job is to set the direction - and get out of the way."

- David Kirk. Captain of the All Blacks and adviser to the New Zealand Prime Minister.

" 'Level 5 leaders' channel their ego needs away from themselves and into the larger goal of building a great company. It's not that Level 5 leaders have no ego or self-interest. Indeed, they are incredibly ambitious – but their ambition is first and foremost for the institution, not themselves."

- Jim Collins. Good to Great. 2001.

"Management works in the system; leadership works on the system."

- Stephen R Covey

"If you tell people where to go, but not how to get there, you will be amazed by the results."

- General George Patten

"A leader is best when people barely know he exists, when his work is done, his aim fulfilled, they will say: we did it ourselves."

- Lao Tzu

"The best leaders don't know just one style of leadership – they are skilled at several, and have the flexibility to switch between styles as the circumstances dictate."

- Daniel Goleman.

"If you want to build a ship, then don't drum up men to gather wood, give orders and divide the work. Rather, teach them to yearn for the far and endless sea."

- Antoine de Saint Exupery.

"Leadership is not magnetic personality — that can just as well be a glib tongue. It is not 'making friends and influencing people' -- that is flattery. Leadership is lifting a person's vision to high sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations."

- Peter F. Drucker

"Outstanding leaders go out of the way to boost the self-esteem of their personnel. If people believe in themselves, it's amazing what they can accomplish."

- Sam Walton. Wal-mart Stores founder.

"The art of leadership is saying no, not yes. It is very easy to say yes."

- Tony Blair. Ex British Prime Minister

"As I've gotten older, I've come to see that showing your anger all the time doesn't work. You have to pick your moments. You play different roles at different times. Sometimes you have to be a doctor, or a teacher, or a father."

- Sir Alex Ferguson. Manchester United Football Club

"A successful leader is someone who can understand people's motivations and enlist employee participation in a way that marries needs and interests to the group's purpose."

- W C H Prentice

"Few things help an individual more than to place responsibility upon him and to let him know that you trust him."

- Booker T Washington

"I always remember the axiom: a leader is like a shepherd. He stays behind the flock, letting the most nimble go out ahead, whereupon the others follow, not realising that all along they are being directed from behind."

- Nelson Mandela