

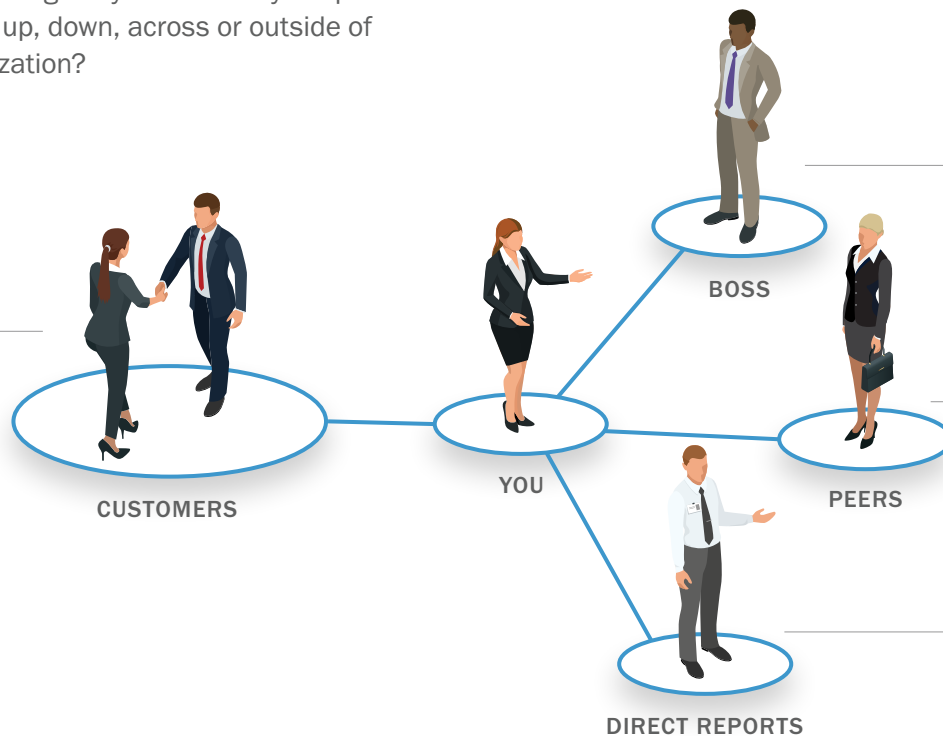
Session 1:

Leadership Concepts

Defining Leadership

Leadership is Multidirectional

What percentage of your time do you spend influencing up, down, across or outside of your organization?

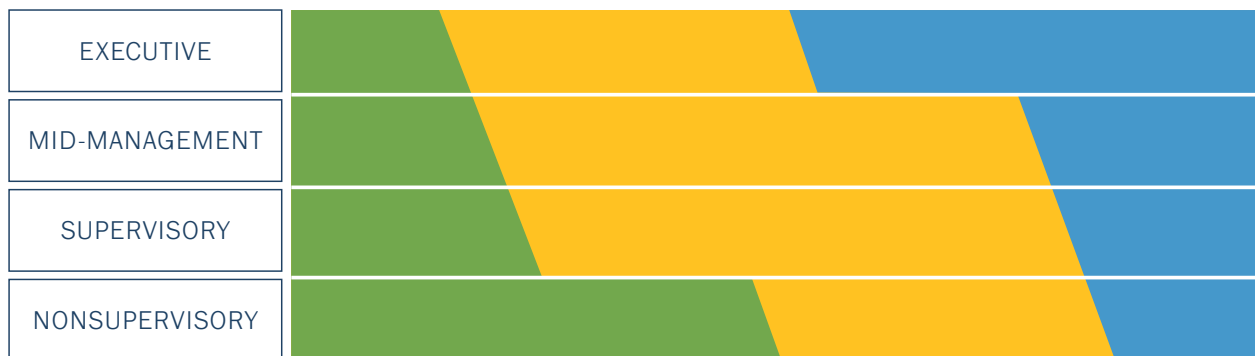


Defining Leadership

Success and Engagement



Skills Within the Organization



Adapted from Katz RL. *Skills of an Effective Administrator*. Harvard Business Review; 1974.

Notes

Definitions of Key Terms

Leadership

is any attempt to influence the behavior of another person or group – up, down or across your organization.

Leader

is someone who, regardless of position,
influences others.

Leadership Style

is the pattern of behavior of the leader as *perceived* by the person or group being influenced.

Effective Leadership

is adapting a leadership style to meet the performance needs of those being influenced.

Notes