

# What is leadership?

Martin Riley

*Re-Bal Leadership Development*

[www.re-bal.com](http://www.re-bal.com)

***“Leadership is like beauty; it’s hard to define,  
but you know it when you see it.”***

On Becoming A Leader  
by Warren Bennis

Internationally acclaimed authority on Leadership

“A leader is a man who has the ability to get other people to do what they don't want to do and like it.”

- Harry Truman

“Leadership is a function of knowing yourself, having a vision that is well communicated, building trust among colleagues, and taking effective action to realize your own leadership potential.”

- Warren Bennis

“...persons who, by word and/or personal example, markedly influence the behaviors, thoughts and feelings of a significant number of their fellow human beings.”

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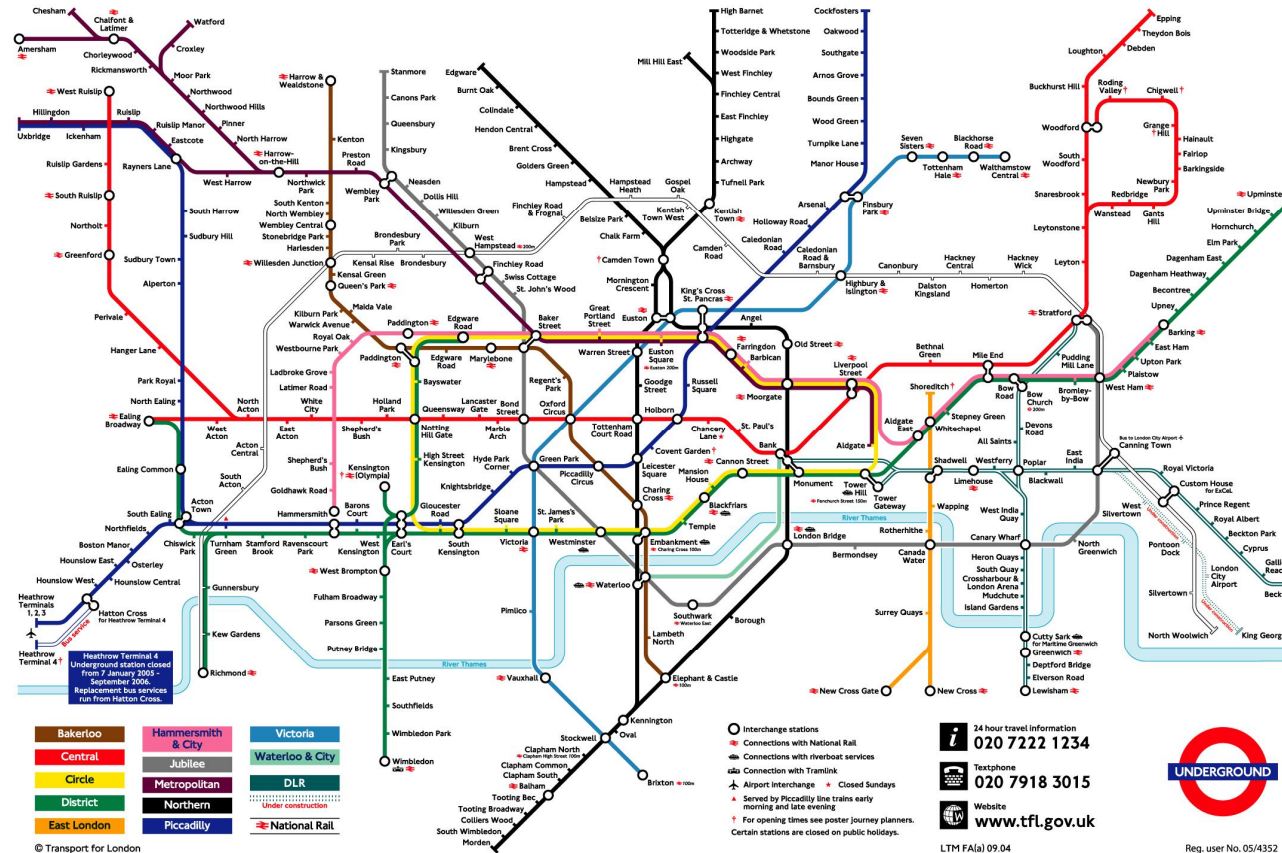
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# Is this London?



# Impact

1. Reach
2. Duration
3. Areas of Life
4. Level of Value
5. Awareness

# Leading: A Working Definition

When one person (or more)  
causes another person (or more)  
to follow...

in one form or another  
through any means  
to fulfill a need, purpose or goal.

The Leader  
is the person most able to influence the

focus (what)  
purpose (why) and  
method (how)

of another's thoughts, emotions and actions;

The person whom most effects  
what another thinks, feels and does.

The leadership role may change perceptibly or imperceptibly at any moment depending on who is influencing most at a given time.

The greatest leadership influence may not come from the nominated or perceived leader.

# Leadership in Business

Getting everybody in the organisation  
focused on executing the vital tasks  
that allow the business  
to survive and thrive.

# Leading and Following

Why should anybody follow you?

# **Leader-*ship***

*-ship*: suffix, denoting a state of life relating to the subject.

*Ship*: noun, vessel containing elements.

**How would you like to improve your team's  
productivity by 10%?**

# **Advanced leadership and management training**

**Bannatyne's Spa Hotel, Hastings  
Thursday 18th March 2010**

Speak to Jeremy Green or Ian Smallwood  
for more details