



Leaders...



- Start projects by asking, “what has to be done?” instead of “what do I need to do?”
- Next ask, “What do I have to do to make a real contribution?” The best answer lies in the leader’s strengths and the needs of the project.
- Continually ask, “What are my organization’s purposes and objectives?” and “What qualifies as acceptable performance and adds to the bottom line?”
- Don’t want clones of themselves as employees. They never ask “Do I like or dislike this employee?” But they won’t tolerate poor performance.
- Aren’t threatened by others who have strengths they lack.

