

On Leadership

Leadership is an interesting phenomenon, with a very unique nature – and a peculiarity.

“Leadership,” said Harold Geneen, one of America’s legendary business personalities and icons, “cannot be taught. It can only be learned.”

Leadership is not just a science or an art. It is both. And more.

Leadership is, fundamentally, behavior. Ultimately, how a leader behaves has a greater impact on the organization than the leader’s ability to read a balance sheet, develop a marketing strategy, or negotiate a deal.

Constructive leadership behavior is the product of values, attitudes, skill sets, perspectives, sensibilities, and responsibilities – and is a holistic mix that is created not only by the leader individually, but by how the leader interacts with others.

Leading is an opportunity. Leading well is an obligation.

The leader who understands this obligation also understands the need for a continuous development plan, and that – in order to develop – one must have a clear picture one’s leadership thinking and style.

To that end, we use leadership assessment tools that are time-tested and proven, yet current and applicable to modern leadership.

Leadership Behavioral Styles

For example, there are 12 recognized leadership behavioral styles, and they do not exist in a vacuum. Rather, they interplay with each other. What is your primary style? What is your secondary style? What other styles do you exhibit? Do you behave differently with different people? How does all this affect you, others, and the organization?

These assessments lead to building a program that can focus on each leader’s individual development needs, whether skills-based or behavioral, or both.

Leadership Modeling

Great leaders can tell you - in a heartbeat - after whom they model themselves because great leaders are, fundamentally, great learners.

Business Leadership Lessons from Non-business Leaders

Great creative leaders find their models in unexpected places, which makes them more unique. In keeping with our commitment to our unorthodox approach to helping our clients, we offer a multitude of case studies of business leadership lessons from non-business leaders: from the worlds of sports, government, the military, society and religion, science, music and art, literature and philosophy, education, and psychology.

If you look for it, the relevance of these leaders to what you do is striking, relevant, and immediately applicable.

Developing Your Leadership

With decades of hands-on experience, our Coach/Advisors have worked in – and consulted to – organizations of all sizes and in a variety of industries and sectors, both corporate and entrepreneurial. We will create programs to fit the needs of individual leaders or leadership teams, senior leaders or developing leaders, and leaders in all fields.