

Dare to Lead

Myron Tribus

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Presenter Contact Information:

Email: mtribus@earthlink.net

What is Leadership?

- A leader causes people to do things they would not otherwise do, and to do them with enthusiasm and commitment.
- Do not confuse
 - *Management*
 - *Leadership*

Management

- Managers manage *systems*.
- Managers consider *logistics*
- Managers provide *resources*
- Managers meet *time requirements*
- Managers provide *strategies and plans*

Leadership

- Leaders provide *goals*
- Leaders focus on *aims*
- Leaders provide *the reason to act*
- Leaders provide *vision*
- Leaders possess *integrity*

Napoleon as Leader

- Napoleon knew what he wanted to do
 - Create an empire
- France did not need Napoleon
- Napoleon needed France

Three kinds of leaders

- A google search on Leadership
- Turned up 45 million hits!
 - Transformational leaders
 - Lead an enterprise towards change
 - Transactional leaders
 - Influence people to change things within the system
 - People Managers
 - Influence the development of people

Transformational Leaders

- President Franklin Delano Roosevelt
 - Introduced the “New Deal” to transform America in the darkest days of the Great Depression (1929 to the start of WW II)
- Winston Churchill
 - Vitalized Great Britain to fight the Hitler menace prior to and into WW II

Not all transformational leaders are virtuous!

- Adolph Hitler transformed Germany into a formidable fighting machine.
- Joseph Stalin was ruthless in the transformation of the Soviet Union into an industrial nation
- Perhaps we shall learn more about the methods of Pinochet in the forthcoming trials in Argentina