



Says

What have we heard them say?
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Leadership is the art of getting someone else to do something you want done because he wants to do it

Leaders see more than others, not just in terms of strategy and vision, but in terms of seeing potential and talent in the people around you. So, it's only natural that leaders think more and before others—and think a lot about those others in the process

Leader
ship

Leadership is the ability of an individual or a group of people to influence and guide followers or members of an organization, society or team

What you will feel when leading is that you are actually being lead, guided along by your people. It will feel like a giant game of leapfrog, everyone taking turns at the front, building the next platform that the team uses to take the next leap. If you ever feel this, then you are leading



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?