

Leadership

- Brian Tracy

Book Review

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Introduction :

The introduction part of this book Leadership has started by quoting Supreme Court justice quote that in there are three types of people. HE told that some people make things happen, some people who watch what's happening and there some people who haven't any idea.

Then they invited about the importance of leadership in our society. These leadership are very important in all places. Also the leader should be very important for correct leadership. They invited about the transactional leader and transformational leader. There should be some definition for a good leader. That should be followed by leader to get leadership skill in an effective way. Also the leadership is the ability to get followers. Also in sometime the leadership position is comes from money that is short lived, it doesn't make sense for the perfect leadership.

1. Leaders are made not born :

No one has born as leader from their childhood days. That should be developed during their lifeline. They insired that even Alexander the Great has studied from the age of eight to become a leader. So there is no one be a natural leader. To become the great leader we should study about the greatest leader as lived in past and present.

Also they given some example of the story of Alexander about his great leadership skills. If we want to become a great leader, first we should see as ourself as leader. Because the purpose of this book is to make us as a good leader and even more effective leader.

2. Sense of Mission :

The good leader should have a great vision and mission, without the vision and mission, one cannot be a great leader. So to be a great leader vision and mission is very important. In part of business and organization the leader should be very important to get a valuable product. A good leader mission is for the clear sense of direction not only to the organization but also to every person in any organization.

Action Orientation :

In this action orientation part they invited about some of the great leaders like Napoleon, Mother Teresa about their idea, concept and their mission. They are telling about the business leaders who should have the clear vision and mission. The action of a leader is very important. So the author told his experience how this action saved \$2 million. So the action is very important. Also the leader should be the forward thinker to achieve the certain goals.

4. Quality of Courage :

The courage is the most important quality for the leadership. Without the courage, the leader cannot be emerged and he will not be the perfect leader. We should reduce the fear. Not only the reducing of fear, also the willingness of initiating the action is very important, this will define our courage. Also no matter how it gets very tough also the tension, the leader should be in patience. Most of the time it got success in the author's point of view. We can also conclude it by the examples provided by the author.

5. Leader as strategist :

Also the another important quality for the good leader is the strategy and planning. We can found the similar qualities from the already successful men and women in any field that they are very good strategy maker and planners. A perfect leader should analyze what may happen and make a perfect plan. The strategy should be build by leader to develop and prevent from any obstacles. Also the leader should focus on concentrating their forces like strength and weakness to enhance their own forces.

6. Ability to inspire and motivate :

A good leader should be inspirational and motivational to their followers. The leader should motivate and guide them in a right way. Also the delegation of task to right person and motivate that person to do that task is also very important. Leader should make their followers as their thought by inspiring them. Also should build one to one good relationships between leaders and followers.

Commit to winning:

The main task of leadership is to get the success. So the leaders thought should be always ~~the~~ about winning the team. So that in any company if it is not performing well, they will change the CEO. Because the leaders can lead people to victory. All the leaders should get inspiration and motivation from military. They should get guidance from military leaders and strategies.

8. Leader as Communicator:

To get the victory the communication between leaders and followers is very important. Without communication the success will not be reached. So the communication is very important. That should be clear from the leader with the clear views, strategies and their vision with clarity. In all the successful organization the communication will be build strong. Also the leader should clearly intimate their expectation to the people, so that they can work accordingly. Also the leader should always available for the followers to give and share all their knowledges and resources. So the visibility of leaders must be important.

9. Learn from Adversity :

Leaders should not think about the today failures. They consider that as valuable lessons, experiences and temporary setbacks. They quoted some of the leader's word like "we have to fail faster, if we want to get succeed in the market", so the failure is very important, but we should consider it as failure, we should learn from those failure. Also the leader should be always solution oriented. For all the obstacles the solution should be found also for the failures.

10. Build a championship Team :

For a good leader they should know how to select the team members effectively as a championship team. Also they given some of the keys to building the winning teams. Leader should analyze the people that who will be suitable for their work and they should be taken for their team to build a successful team. Also the leader should assign a correct task to the correct people. Also the better communication is very important among the leader and people.

Focus on Results:

As we already seen, the leader always should focus on the results. Just doing something is not worth. So the leader always should focus on the results only. For focusing the results the setting priorities to the task is very important. leader should set the priority to all the task and work accordingly to focus on the results. Also leader should focus everyone on effectiveness of individual persons in a team. leader should find the effectiveness of each person and should use it perfectly.

12. Desire to Lead:

The leader should always have the intense to lead the team in right manner. The leaders should make the followers to be in following his directions. leader should take the responsibilities of the leadership and do whatever necessary for the team to make the success. They have linked 7 responsibilities for the leadership to make the results success for the team. Also leader should get ready for taking the accountability of their whole team in all times.

13. Role of Self Esteem in Leadership:
Leaders should have the high self esteem and also the positive image. Leaders should evaluate his ownself and analyze the strength or positive and weakness or negative. The self estimation is very important quality to be for the best leader. The treating others and believe in ourself is also very important. The estimation in leadership is useful for achieving the high level performance. It makes anyone to stay in single line.

14. Lead by Example:

The leader should be the perfect example to all his followers. All the followers will see their leader as a perfect role model. So the leader should be a role model for all his followers. To be a perfect role model some of the qualities like should never cheat, and should have the right attitude, treat others with respect and should have the good habits. and these characters should be followed by the good leader.

Self-Motivation for Leaders

As we already know the leaders should motivate their followers for the success.

For motivating the followers, first leader should be self motivated. Through the self motivation only the leader should clearly in the way for their success. Also they should set the goals and commitment and working hard. These qualities should be very important for the leader to lead their followers. Success will not come easy, so the leader should be self motivated, work harder, faster and work for longer hours.

16. Develop Leadership Qualities :

Leader should not lag in learning the new things. Leaders should always developing the leadership qualities. Leader should check their own skills and they should work on the own qualities where they are lagging. To become a better leader they should check their own qualities and improve by learning from small things. To become a better leader, they should do more of certain things, should do less of certain things, also start to do things that they are not done to be do.

17. Power through cooperation:

The cooperation for any team is very important factor for making the team success. The individual and team cooperation is very important. Leader should act as the bridge for all the team members. Leader should initiate some of the steps for the cooperation. Leader should know how to get work from individuals and analyze their individual skills.

18. Conclusion - Essential Quality of Leadership:

On the whole the leadership skill is very important in any field. Without a leader, a team cannot be run and it cannot get succeed. Also the winner should not be a cheater. Here in this book, they give seven steps to Leadership. They are desire, decision, determination, discipline, role modeling, study, practice. Without these qualities a good leader cannot be emerged. The leader is the important person in a team. A good leader can make anything possible by using his team. So the leadership quality is very important for all the individuals.