



**Leadership is defined as the process of directing the behavior of others towards the accomplishment of common goals and objectives. That is to influence people to get things done willingly on a standard quality above their norms.**

**As an element in social interaction, leadership is a complex activity involving:**

- 1. a process of influence**
- 2. actors who are both leaders and followers**
- 3. a range of possible outcomes - the achievement of goals, but also the commitment of individuals to such goals, the enhancement of group cohesion and the reinforcement of change of organizational culture.**

**According to Lao Tzu, “the leader is best when his work is done, his aim fulfilled. The people say, 'We did it ourselves.**

**VOCABULARY**

- 1) To manage or conduct the affairs of;  
regulate
  - 2) The manner in which one behaves
  - 3) Something completed successfully;  
an achievement.
  - 4) Something worked toward or striven  
for; a goal.
  - 5) A power affecting a person, thing, or  
course of events, especially one that  
operates without any direct or apparent  
effort:
  - 6) an average or normal requirement,  
quality, quantity, level, grade, etc.
  - 7) a standard, model, or pattern.
  - 8) a component or constituent of a whole  
or one of the parts into which a whole may  
be resolved by analysis.
  - 9) to raise to a higher degree; intensify;  
magnify
  - 10) a pledge or promise; obligation
  - 11) the act or state of cohering, uniting,  
or sticking together
- a. accomplishment
  - b. norm
  - c. enhancement
  - d. cohesion
  - e. directing
  - f. influence
  - g. standard
  - h. objectives
  - i. element
  - j. behavior
  - k. commitment

**LET'S TALK**

- 1) Is leadership important?
- 2) What will happen to a society without leaders?
- 3) What should be the role of a superior in the workplace? Do you think he should always lead the group or sometimes be a follower? Justify your answer.
- 4) "A good leader is a good follower." How does this maxim apply in corporate world?