THINK ABOUT IT…
LEADERS vs. FOLLOWERS

Inspiring others to do more and become more is the key to being an effective leader. Uncovering exactly how to help people do their best though, can take some figuring out. Many great leaders firmly believe the people in their group are very capable, highly self-motivated, and require little direction. Much like the Leader One experiment in today's conference. Leading this type of group requires you to be "group-centered", depending heavily on the contributions of the group and guide members in a general or unobvious way.

Leaders that direct their group members more specifically are "leader-centered", like the Leader Two experiment in today's conference.

Neither group-centered nor leader-centered leadership is necessarily the best way to lead a group. What's important for an effective leader to recognize is his or her own behavior and how he or she views the individuals in the group.

For example, when group members are excited and motivated by what they are doing, they don't necessarily need a lot of direction or structure. With a different set of circumstances however, these same people may be more productive if told what to do and how to do it.

There's nothing automatically wrong with being more direct or less direct as a leader. Nor is there with being a member of a group who needs a lot or little guidance.