"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."

John Quincy Adams (1767 – 1848), 6th President of the United States

1. Leadership Discussion

1. What is the role of a leader?
2. What makes a great leader? What qualities or characteristics does a great leader have?
3. Do you consider yourself a leader? What leadership skills do you have?
4. What leadership qualities would you like to develop? Would you like to take a leadership course? Is this an option where you work?
5. Have you ever been in a position of leadership in a company? If so, do you think you were a good leader? If not, would you like to have this opportunity in the future?
6. Think of someone in a powerful position, either in business or in society in general. What are their best qualities? What are their worst qualities?
7. Why is good leadership so important for a business?
8. If you were the leader of your company, what changes would you make?

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2. Leadership Vocabulary

- **to inspire** (verb), **inspirational** (adjective) – *to motivate or encourage someone and make them feel like they want to do something.*
- **to be up to the job** (verb) – *to have the ability and willingness to complete a task.*
- **to take charge** (verb) – *to take on a leadership role and become responsible for a situation.*
- **to rally the troops** (verb) – *to encourage and motivate people to work harder to complete a task or support a cause.*
- **track record** (noun) – *the history of someone's performance.*
- **team spirit** (noun) – *enthusiasm for contributing to a team's work or other goals.*

Using the vocabulary words above, complete the following sentences (remember to use the correct form of the word, e.g. verb conjugation or plural noun)

1. Before Michelle _____, the company was completely disorganised and going in the wrong direction. But thanks to her incredible leadership, we're now one of the best performers in the market.
2. John is not really _____. He doesn't have enough experience and the team doesn't seem to respect him as a leader.
3. Rachel's resume shows that she has a great _____ of leading teams.
4. Richard has always been successful in creating a good _____ in all the teams he's led. People just love working for him.
5. Steve Jobs not only _____ Apple's customers to buy their new products, but he was also _____ to a generation of entrepreneurs looking to follow in his footsteps.
6. With the deadline fast approaching, we really need someone to _____ so the team puts in the extra effort.

Leadership vocabulary comprehension questions

1. Who are some inspirational business leaders you can think of? What makes them inspirational? Did they inspire you to do anything?
2. Can you think of any leaders who were not up to the job?
3. Can you think of a time when you or one of your bosses took charge of a situation?
4. When might you need to rally the troops?
5. Which of your bosses had a good track record? Did any of them have a bad track record?
6. Can you think of a boss that created a good team spirit? How did they manage it?

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3. Video: The Golden Circle of Leadership

You are going to watch a TED Talk by Simon Sinek called "How Great Leaders Inspire Action."

Watch the video here: YouTube

After you've watched the video, discuss the following questions:

1. Does your company communicate its message from 'what' to 'why', or from 'why' to 'what'? If the former, how could it communicate from the 'why'?
2. Which other companies communicate their message in the same way as Sinek described Apple?
3. Do you agree that people always make choices based on the 'why' and not the 'what'? Can you think of some exceptions?
4. Have you ever been an early adopter for any product? If so, what inspired this choice?
5. Can you think of any products that didn't make it across the chasm from early adopters to the mass market? Why do you think this was?
6. Do you think some cultures are more or less likely to be early adopters? If so, which ones and why would this be?

4. Leadership Conversation Questions

1. What are the greatest challenges to leadership?
2. Were some people born to lead and others born to follow? If so, why would this be the case? Can you learn to be a good leader?
3. What makes someone a bad leader? Can you think of any examples?
4. Would you describe any of the bosses you've worked for in the past as bad leaders?
5. Do you think leaders are more or less stressed than those they lead? Why?
6. Are there any differences in the way men and women lead?
7. Do you think some men have difficulty following a female leader?
8. What do you think of the leadership of your country?

5. Leadership Writing Task

Write a description of your company using Simon Sinek's Golden Circle. Try to use some of the vocabulary you learned earlier in this lesson. In your answer, include the following topics:

- Why (the purpose) – what the company's cause is and what it believes in.
- How (the process) – the actions the company takes to realise the 'why'.
- What (the result) – what the company does as a result of the 'why'.

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