

100 QUOTATIONS + 100 MORE



1. The leadership instinct you are born with is the backbone. You develop the funny bone and the wishbone that go with it. *Agather, Elaine*
2. Leadership should be born out of the understanding of the needs of those who would be affected by it. *Anderson, Marian*
3. All of the most successful human beings I've known were inwardly at war with themselves. Their turmoil was at least as great as our own, and sometimes greater. What distinguished these leaders was not some inner peace but rather how they had learned to organize their lives around a noble ambition and to focus on it. *Anderson, Walter*
4. Nothing is more honorable than enlightenment, nothing is more beautiful than virtue. *Annals, Mingjiao, Tanquin*
5. Employees like to be treated well, but they also like to be used well. *Anonymous*
6. Every leader needs to look back once in a while to make sure he has followers. *Anonymous*
7. The Ten Most Powerful Two-Letter Words If it is to be, it is up to me *Anonymous*
8. You can hire people to work for you, but you must win their hearts to have them work with you. *Anonymous*
9. A true leader has the confidence to stand alone, the courage to make tough decisions, and the compassion to listen to the needs of others. He does not set out to be a leader, but becomes one by the quality of his actions and the integrity of his intent. *Anonymous*
10. When people are made to feel secure and important and appreciated, it will no longer be necessary for them to whittle down others in order to seem bigger in comparison. *Arcastle, Virginia*
11. Dignity does not consist in possessing honors, but in deserving them *Aristotle*
12. He who has never learned to obey cannot be a good commander. *Aristotle*
13. Use your gifts faithfully, and they shall be enlarged; practice what you know, and you shall attain to higher knowledge. *Arnold, Matthew*
14. The speed of the leader is the speed of the gang. *Ash, Mary Kay (Mary Kay)*
15. To ask the hard question is simple. *Auden, W.H.*
16. Innovation thrives on encouragement. *Author Unknown*
17. People support what they help to create. *Author Unknown*
18. The highest compliment a leader can receive is one that is given by the people who work for him. *Barksdale, James L.*

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19. Action without study is fatal. Study without action is fatal. *Beard, Mary*
20. Good leaders make people feel that they're at the very heart of things, not at the periphery. Everyone feels that he or she makes a difference to the success of the organization. When that happens people feel centered and that gives their work meaning *Bennis, Warren*
21. Leaders keep their eyes on the horizon, not just on the bottom line. *Bennis, Warren*
22. Leaders must encourage their organizations to dance to forms of music yet to be heard *Bennis, Warren*
23. Trust is the emotional glue that binds followers and leaders together. *Bennis, Warren & Bert Nanus*
24. Failing organizations are usually over-managed and under-led *Bennis, Warren G.*
25. Leadership is the capacity to translate vision into reality. *Bennis, Warren G.*
26. A word of encouragement during a failure is worth more than a whole book of praise after a success. *Bits & Pieces*
27. The key to successful leadership today is influence, not authority. *Blanchard, Kenneth Hartley*
28. The individual activity of one man with backbone will do more than a thousand men with a mere wishbone. *Boetcker, William J.H.*
29. A leader is a dealer in hope. *Bonaparte, Napoleon*
30. ``He who knows and knows he knows: he is wise--follow him *Burton, Lady Isabel*
31. Leadership to me means duty, honor, country. It means character, and it means listening from time to time. *Bush, George*
32. And when we think we lead, we are most led *Byron, George Gordon (Lord Byron)*
33. He that has done nothing has known nothing. *Carlyle, Thomas*
34. Now, here, you see, it takes all the running you can do, to keep in the same place. If you want to get somewhere else, you must run at least twice as fast as that! *Carroll, Lewis - from Through the Looking Glass*
35. A leader takes people where they want to go. A great leader takes people where they don't necessarily want to go, but ought to be. *Carter, Rosalynn*
36. An army of a thousand is easy to find, but, ah, how difficult to find a general. *Chinese proverb*
37. Not the cry, but the flight of the wild duck, leads the flock to fly and follow. *Chinese Proverb*

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38.	A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.	Churchill, Sir Winston (1874-1965)
39.	I do not resent criticism, even when, for the sake of emphasis, it parts for the time with reality.	Churchill, Winston
40.	I was never tired of listening to his wisdom or imparting my own.	Churchill, Winston
41.	The price of greatness is responsibility.	Churchill, Winston
42.	When the eagles are silent, the parrots begin to jabber.	Churchill, Winston
43.	If each of us were to confess his most secret desire, the one that inspires all his plans, all his actions, he would say: "I want to be praised."	Cioran, E.M.
44.	Leaders who win the respect of others are the ones who deliver more than they promise, not the ones who promise more than they can deliver	Clement, Mark A.
45.	The beauty of empowering others is that your own power is not diminished in the process.--	Colorose, Barbara
46.	Little progress can be made by merely attempting to repress what is evil; our great hope lies in developing what is good	Coolidge, Calvin
47.	I am personally convinced that one person can be a change catalyst, a "transformer" in any situation, any organization. Such an individual is yeast that can leaven an entire loaf. It requires vision, initiative, patience, respect, persistence, courage, and faith to be a transforming leader	Covey, Stephen R.
48.	Appreciative words are the most powerful force for good on earth!	Crane, George W.
49.	The man who wants to lead the orchestra must turn his back on the crowd.	Crook, James
50.	A man who wants to lead the orchestra must turn his back on the crowd.	Crook, James
51.	You don't have to hold a position in order to be a leader.	D'Angelo, Anthony J., <i>The College Blue Book</i>
52.	Advice after the mischief is like medicine after death.	Danish proverb
53.	If you want to be creative in your company, your career, your life, all it takes is one easy step...the extra one. When you encounter a familiar plan, you just ask one question: "What ELSE could we do?"	Dauten, Dale
54.	A chief is a man who assumes responsibility. He says "I was beaten," he does not say "My men were beaten.	de Saint-Exupery, Antoine
55.	Creativity is a drug I cannot live without.	DeMille, Cecil B
56.	Few things in the world are more powerful than a positive push. A smile. A word of optimism and hope. A "you can do it" when things are tough.	Devos, Richard M.

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Disraeli, Benjamin

57.

I must follow the people. Am I not their leader?

58.

Effective leadership is not about making speeches or being liked; leadership is defined by results not attributes.

Drucker, Peter F.

59.

Effective leadership is not about making speeches or being liked; leadership is defined by results not attributes.

Drucker, Peter

60.

Leadership is not magnetic personality - that can just as well be a glib tongue. It is not 'making friends and influencing people' - that is flattery. Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations.

Drucker, Peter F.

61.

You have to understand that as long as there are organizations, there will always be a job for chiefs. But if you're going to be a chief you'll be an Indian for a long time.

Duffy, William W.

62.

The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant.

DuPree, Max

63.

Consider how hard it is to change yourself and you'll understand what little chance you have of changing others

Einstein, Albert 1879-1955

64.

The supreme quality for leadership is unquestionably integrity. Without it, no real success is possible, no matter whether it is on a section gang, a football field, in an army, or in an office.

Eisenhower, Dwight (34th President of the United States)

65.

You do not lead by hitting people over the head. That's assault, not leadership.

Eisenhower, Dwight D

66.

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

Eisenhower, Dwight D.

67.

An era in human history is the life of Jesus, and its immense influence for good leaves all the perversion and superstition that has accrued almost harmless

Emerson, Ralph Waldo

68.

Where old age is evil, youth can learn no good.

English proverb

69.

A boss creates fear, a leader confidence. A boss fixes blame, a leader corrects mistakes. A boss knows all, a leader asks questions. A boss makes work drudgery, a leader makes it interesting. A boss is interested in himself or herself, a leader is interested in the group.

Ewing, Russell H.

70.

Almost any idea is good if a man has ability and is willing to work hard. The best idea is worthless if the creator is a loafer and ineffective.

Feather, William

71.

Discipline is as central to management as vision is to leadership. Like management and leadership, vision and discipline are interdependent. Disciplined follow-through creates the results that move us closer to our visions. Visions, in turn, provide the focus and energy that drives discipline. Without discipline, a vision is just a daydream. Without a vision, discipline is drudgery.

Firing on All Cylinders, Pathways to Performance, or Growing the Distance.

72.

High-performing teams and organizations balance the discipline of systems, processes, and technology management on a base of effective people leadership.

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73.

If you want to manage someone, manage yourself. Once you master that, you'll be a much more effective leader of others.

Firing on All Cylinders, Pathways to Performance, or Growing the Distance.

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Fleishman, Jerome P.

74. Most of us, swimming against tides of trouble the world knows nothing about, need only a bit of praise or encouragement - and we'll make the goal.
75. Failure is the only opportunity to begin again more intelligently.
76. You can't build a reputation on what you're going to do.
77. Whether you think that you can, or that you can't, you are usually right.
78. People are not motivated by failure; they are motivated by achievement and recognition.
79. If you command wisely, you'll be obeyed cheerfully.
80. Today a reader tomorrow a leader.
81. You can not teach a man anything; you can only help him find it within himself.
82. The single most important factor in determining the climate of an organization is the top executive.
83. Leaders come in many forms, with many styles and diverse qualities. There are quiet leaders and leaders one can hear in the next county. Some find strength in eloquence, some in judgment, some in courage
84. Leadership is practiced not so much in words as in attitude and in actions.
85. A leader's role is to raise people's aspirations for what they can become and to release their energies so they will try to get there.
86. Keep me from the wisdom which does not cry, the philosophy which does not laugh, and the greatness which does not bow before children
87. There are few, if any, jobs in which ability alone is sufficient. Needed, also, are loyalty, sincerity, enthusiasm and team play.
88. One of the true tests of leadership is the ability to recognize a problem before it becomes an emergency.
89. Without a general an army is lost.
90. It's to be expected that you make mistakes when you're breaking new ground.
91. Talent does you no good unless it's recognized by someone else.
92. There is something that is much more scarce, something rarer than ability. It is the ability to recognize ability.

Ford, Henry (1863-1947)

Ford, Henry

Ford, Henry (1863-1947)

Fournies, F.F.

*Fuller, Thomas
(Gnomologia)*

Fusselman, W.

Galileo (1564-1642)

Galloway, Charles

*Gardner, John W. (On
Leadership)*

Geneen, Harold S.

Gergen David

Gibran, Kahlil

Given,, William B.

Glasow, Arnold H.

Greek proverb

*Greenfield, Jerry -
cofounder of Ben and
Jerry's Ice Cream*

Half, Robert

Half, Robert

100 QUOTATIONS + 100 MORE



93. The very essence of leadership is that you have to have vision. You can't blow an uncertain trumpet.
Hesburgh Theodore
94. You manage things; you lead people.
Hopper, Grace Murray (Rear Admiral)
95. A fellow doesn't last long on what he has done. He has to keep on delivering.
Hubbard, Elbert
96. Where much is expected from an individual, he may rise to the level of events and make the dream come true.
Hubbard, Elbert
97. A vision is a point on a horizon that will be reached only at some date in the future, a statement of what will be created years or decades ahead. To create visions, leaders must become preoccupied with the future. They must be able to project themselves ahead in time.
James M. Kouzes & Barry Posner (The Leadership Challenge)
98. The deepest principle in human nature is the craving to be appreciated.
James, William
99. Leaders are visionaries with a poorly developed sense of fear and no concept of the odds against them.
Jarvik Robert
100. Great men are not always wise.
Job 32:9
101. The man who gets the most satisfactory results is not always the man with the brilliant single mind, but rather the man who can best coordinate the brains and talents of his associates
Jones, W. Alton
102. The stakes...are too high for government to be a spectator sport.
Jordan, Barbara
103. There is no real excellence in all this world which can be separated from right living.
Jordan, David Starr
104. Into the hands of every individual is given a marvelous power for good or evil--the silent, unconscious, unseen influence of his life. This is simply the constant radiation of what man really is, not what he pretends to be.
Jordan, William George
105. Alone we can do so little; together we can do so much.
Keller, Helen
106. Remember the difference between a boss and a leader; a boss says "Go!" - a leader says "Let's go!"
Kelly, E.M.
107. The courage of life is often a less dramatic spectacle than the courage of a final moment; but it is no less that a magnificent mixture of triumph and tragedy. A man does what he must -- in spite of personal consequences, in spite of obstacles and dangers and pressures -- and that is the basis of all human morality.
Kennedy, John Fitzgerald
108. The problems of the world cannot possibly be solved by skeptics or cynics whose horizons are limited by the obvious realities. We need men and women who can dream of things that never were.
Kennedy, John F.
109. The path of the just is as the shining light, that shineth more and more unto the perfect day.
King Solomon
110. Where there is no vision, the people perish.
King Solomon

100 QUOTATIONS + 100 MORE



111. If a man hasn't discovered something that he will die for, he isn't fit to live.
King, Martin Luther
112. The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.
King, Martin Luther
113. The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.
King, Martin Luther Jr
114. You cannot antagonize and influence at the same time.
Knox, J.S.
115. Abilities wither under faultfinding, blossom with encouragement.
Laird, Donald A.
116. Leadership is getting someone to do what they don't want to do, to achieve what they want to achieve.
Landry, Tom
117. The ready back gets all the loads.
Latvian proverbs
118. All men dream, but unequally. Those that dream at night in the dusty recesses of their minds awake the next day to find that their dreams were just vanity. But those who dream during the day with their eyes wide open are dangerous men; they act out their dreams to make them reality.
Lawrence of Arabia
119. There go my people. I must find out where they are going so I can lead them.
Ledru-Rollin, Alexandre
120. power is not really good or bad; it is neutral. Power itself is not negative or positive, although our feelings about it may be. Power is the potential to influence others for good or evil, to be a blessing or a scourge. Like nuclear energy, it can provide the electricity to light a city, or it can fuel the bomb that destroys it.
Lee, Blaine
121. The final test of a leader is that he leaves behind him in other men the conviction and the will to carry on... The genius of a good leader is to leave behind him a situation which common sense, without the grace of genius, can deal with successfully.
Lippmann, Walter
122. Lives of great men all remind us we can make our lives sublime, and, departing, leave behind us footprints in the sands of time.
Longfellow, Henry Wadsworth
123. Advice is seldom welcome; and those who want it the most always like it the least.
Lord Chesterfield
124. To do something, however small, to make others happier and better is the highest ambition, the most elevating hope, which can inspire a human being.
Lubbock, John
125. There is nothing more difficult to take in hand, more perilous to conduct, or more uncertain in its success, than to take the lead in the introduction of a new order of things. Because the innovator has for enemies all those who have done well under the old conditions, and lukewarm defenders in those who may do well under the new. This coolness arises partly from the fear of the opponents, who have the laws on their side, and partly from the incredulity of men, who do not readily believe in new things until they have had long experience of them.
Machiavelli Niccolò, The Prince, 1469-1527
126. Make the second effort your second nature.
Mackay, Harvey

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127. It is well to think well; it is divine to act well. *Mann, Horace*
128. The ultimate leader is one who is willing to develop people to the point that they eventually surpass him or her in knowledge and ability. *Manske, Fred A. Jnr*
129. There is no investment you can make which will pay you so well as the effort to scatter sunshine and good cheer through your establishment. *Marden, Orison Swett*
130. You can't make one thin dime from giving people what they need. You've got to give them what they want. *Martin, Angel*
131. You can't lead anyone else further than you have gone yourself *Mauch, Gene*
132. The most important quality in a leader is that of being acknowledged as such. *Maurois, Andre*
133. Leaders must be close enough to relate to others, but far enough ahead to motivate them. *Maxwell, John*
134. The pessimist complains about the wind, The optimist expects it to change, The leader adjusts the sails *Maxwell, John (Developing the Leader Within You)*
135. The final test of a leader is that he leaves behind in other people the convictions and the will to carry on. *Maxwell, John C.*
136. Leadership is action, not position *McGannon, Donald H*
137. The real leader has no need to lead he is content to point the way *Miller, Henry (The Wisdom of the Heart)*
138. Do not wait for leaders; do it alone, person to person. *Mother Teresa*
139. Sharing is the essence of teaching. It is, I have come to believe, the essence of civilization...Without it, the imagination is but the echo of the self, trapped in a soundproof chamber, reverberating upon itself until it is spent in exhaustion or futility. *Moyers, Bill*
140. Do not follow where the path may lead. Go instead where there is no path and leave a trail *Muriel Strode*
141. I start with the premise that the function of leadership is to produce more leaders, not more followers. *Nader, Ralph*
142. I always try to turn my personal struggles into something helpful for others. *Nouwen, Henri*
143. If I can line up the people who, back through the ages, have gone at life in ways I greatly admire, then I can feel their strength supporting me, all their standards and values pointing the way in which I am to go. *Overstreet, Bonaro W.*
144. The very essence of all power to influence lies in getting the other person to participate. *Overstreet, Harry A.*
145. The glow of inspiration warms us; it is a holy rapture. *Ovid*

100 QUOTATIONS + 100 MORE



146. the harder the conflict, the more glorious the triumph. What we obtain too cheap, we esteem too lightly: it is dearness only that gives everything its value. *Paine, Thomas*
147. Lead me, follow me, or get out of my way. *Patton, George S. (World War II General)*
148. Never tell people how to do things. Tell them what to do, and they will surprise you with their ingenuity. *Patton, George S. (World War II General)*
149. One measure of leadership is the caliber of people who choose to follow you. *Peer, Dennis A*
150. Eagles don't flock--you have to find them one at a time.-- *Perot, H. Ross*
151. Leaders don't create followers, they create more leaders. *Peters, Tom*
152. Techniques don't produce quality products or pick up the garbage on time; people do, people who care, people who are treated as creatively contributing adults. *Peters, Tom*
153. Be willing to make decisions. That's the most important quality in a good leader. Don't fall victim to what I call the Ready-Aim-Aim-Aim Syndrome. You must be willing to fire. *Pickens, T. Boone*
154. No man is wise enough by himself. *Plautus*
155. It is the responsibility of leadership to provide opportunity, and the responsibility of individuals to contribute. *Pollard, Bill*
156. People underestimate their capacity for change. There is never a right time to do a difficult thing. A leader's job is to help people have vision of their potential. *Porter, John*
157. Success is the result of perfection, hard work, learning from failure, loyalty, and persistence. *Powell, Colin*
158. The signs of outstanding leadership appear primarily among the followers. Are the followers reaching their potential? Are they learning? Serving? Do they achieve the required results? Do they change with grace? Manage conflict? *Pree, Max De (Leadership is an Art)*
159. Where there is no vision, the people perish. *Proverbs 29:18*
160. The leader must know, most know that he knows, and must be able to make it abundantly clear to those about him that he knows. *Randall, Clarence B. (Making Good in Management)*
161. The best executive is the one who has sense enough to pick good men to do what he wants done, and the self restraint enough to keep from meddling with them while they are doing it. *Roosevelt, Theodore 1858-1919*
162. The greatest reward for doing is the opportunity to do more. *Salk, Jonas (1914-1995) Virologist*
163. Every shot you don't take is a guaranteed miss. *Saunders, Richard*
164. Leadership is a potent combination of strategy and character. But if you must be without one, be without the strategy. *Schwartzkopf Gen. H. Norman*

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Secrets of Effective Leadership

165.

A word of praise is far more meaningful to a person if it is related to one of his or her qualities (such as enthusiasm, intelligence, positive attitude or integrity) than if it is tied to performance results.

166.

Catch your people doing something right and let them know you appreciate it.

Secrets of Effective Leadership

167.

Getting a fair deal is the most important concern to employees at all levels.

Secrets of Effective Leadership

168.

Handle an employee's problem swiftly and as seriously as if it were a problem with your own paycheck.

Secrets of Effective Leadership

169.

If you expect the best from your personnel, more than likely you will get it.

Secrets of Effective Leadership

170.

Involvement leads to commitment.

Secrets of Effective Leadership

171.

Morale and productivity are highest in work groups when the leader shows a high degree of consideration and concern for employees.

Secrets of Effective Leadership

172.

People thrive on the appreciation you show them - the smiles, the thanks and the gestures of kindness.

Secrets of Effective Leadership

173.

What gets rewarded, gets done.

Secrets of Effective Leadership

174.

When the leadership is right and the time is right, the people can always be counted upon to follow - to the end at all costs.

Seymour, Harold J.

175.

Sweet mercy is nobility's true badge.

Shakespeare, William

176.

Talkers are not good doers.

Shakespeare, William

177.

If to do good were easy as to know what were good to do, chapels had been churches, and poor men's cottages princes' palaces.

Shakespeare, William (The Merchant of Venice)

178.

Inside my empty bottle I was constructing a lighthouse while all the others were making ships

Simic, Charles

179.

leadership is power to endure an ongoing quest for information or influence...not just actual triumphs like making profits or achieving stated objectives.

Sinetar, Marsha

180.

Anyone can hold the helm when the sea is calm.

Syrus, Publilius

181.

I am more afraid of an army of 100 sheep led by a lion than an army of 100 lions led by a sheep.

Talleyrand

182.

If you just set out to be liked, you would be prepared to compromise on anything at any time, and you would achieve nothing.

Thatcher, Margaret

183.

Standing in the middle of the road is very dangerous; you get knocked down by the traffic from both sides.

Thatcher, Margaret

100 QUOTATIONS + 100 MORE



Thomas J. Watson

184. Nothing so conclusively proves a man's ability to lead others as what he does from day to day to lead himself.
185. There are two kinds of failures: The man who will do nothing he is told, and the man who will do nothing else.
186. A wise man will not leave the right to the mercy of chance, nor wish it to prevail through the power of the majority. There is but little virtue in the action of masses of men.
187. When were the good and the brave ever in a majority?
188. When you get right down to it, one of the most important tasks of a leader is to eliminate his people's excuse for failure.
189. Apathy can only be overcome by enthusiasm, and enthusiasm can only be aroused by two things: First, an ideal which takes the imagination by storm, and second, a definite intelligible plan for carrying that ideal into practice
190. No matter how far you've gone on a wrong road, turn back.
191. Let us live so that when we come to die even the undertaker will be sorry.
192. Fail to honor people, They fail to honor you; But of a good leader, who talks little, When his work is done, his aims fulfilled, They will all say, 'We did this ourselves.'
193. A leader leads by example, whether he intends to or not.
194. The best leaders are clear. They continually light the way, and in the process, let each person know that what they do makes a difference.
195. If I accept you as you are, I will make you worse; however if I treat you as though you are what you are capable of becoming, I help you become that.
196. Outstanding leaders go out of their way to boost the self esteem of their personnel. If people believe in themselves, it's amazing what they can accomplish.
197. Few things help an individual more than to place responsibility upon him, and to let him know you trust him.
198. The great accomplishments of man have resulted from the transmission of ideas and enthusiasm.
199. The only safe ship in a storm is leadership.
200. Remember that nobody will ever get ahead of you as long as he is kicking you in the seat of the pants.

Thompson, Perle

Thoreau, Henry David

Thoreau, Henry David

Townsend, Robert

Toynbee, Arnold

Turkish Proverb

Twain, Mark

Tzu, Lao

Unknown

Unlisted

von, Johann Wolfgang

Walton, Sam

Washington, Booker T.

Watson, Thomas J.

Wattleton, Faye

Winchell, Walter