

LEADERSHIP DEVELOPMENT

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For Managers, Supervisors, Department Heads, and Owners

Leadership is an influence process that enables decision makers to get their people to do willingly what *must* be done and to do well what *ought* to be done. Supported by authority, rules, and regulations, most supervisors get their employees to work at 60 to 65 percent of capacity --- just enough to satisfy the job requirements. Leadership deals with the other 35 to 40 percent. A leader gets superior results from average people.

1. How to choose a Leadership Pattern
2. Leadership defined ten ways
3. Popular theories of traits and behaviors
4. Opposing styles: People vs. Tasks
5. The whole truth about authority and titles
6. Is there a leader in your organization?
7. The Best Leaders and the Worst Leaders
8. A "Self-Assessment" for each supervisor, to help determine leadership style and strength

Larry has been a long-time personnel manager, university instructor, and HR consultant. His work experience includes working for General Dynamics, the Department of Defense, and internationally in Mexico. He can be contacted at (210) 316-4206.