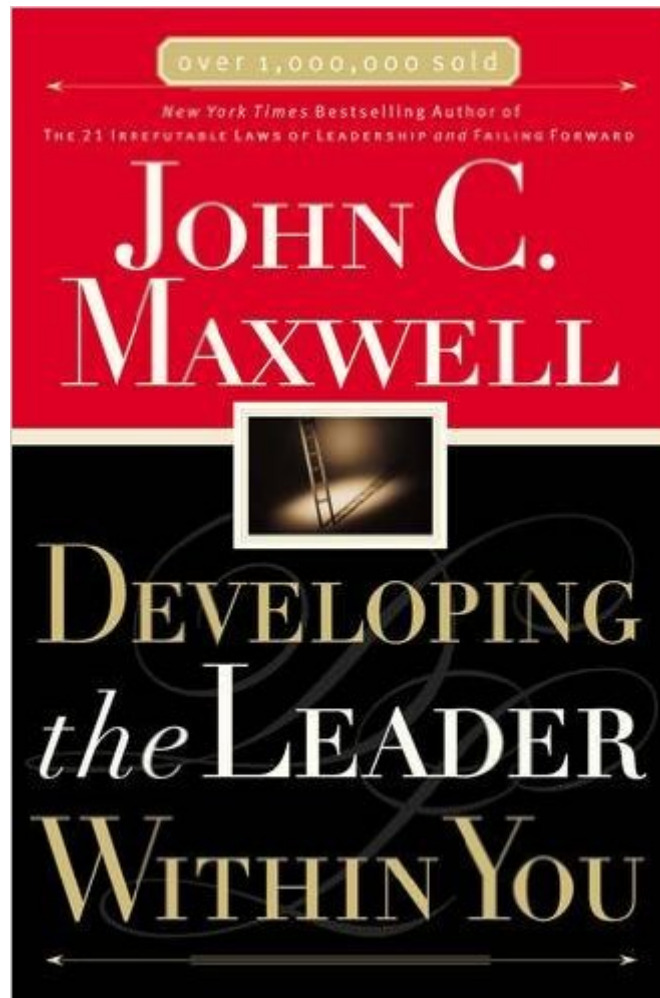


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# Developing The Leader Within You



## Synopsis

Developing the Leader Within You is Dr. Maxwell's first and most enduring leadership book, having sold more than one million copies. In this Christian Leaders Series edition of this Maxwell classic, you will discover the biblical foundation for leadership that John Maxwell has used as a pastor and business leader for more than forty years. These same principles and practices are available for everyday leaders in every walk of life. It is a lofty calling to lead a group—a family, a church, a nonprofit, a business—and the timeless principles in this book will bring positive change in your life and in the lives of those around you. You will learn:

- The True Definition of Leader.
- Leadership is influence. That's it. Nothing more; nothing less.
- The Traits of Leadership.
- Leadership is not an exclusive club for those who were born with it. The traits that are the raw materials of leadership can be acquired. Link them up with desire, and nothing can keep you from becoming a leader.
- The Difference Between Management and Leadership. Making sure the work is done by others is the accomplishment of a manager. Inspiring others to do better work is the accomplishment of a leader.
- God has called every believer to influence others, to be salt and light. Developing the Leader Within You will equip you to improve your leadership and inspire others.

## Book Information

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## Customer Reviews

"Developing the Leader within You" by John C. Maxwell was a delightful reading experience. Not only was it informative on how to become a successful leader, it was entertaining as well. Maxwell

expressed his views on leadership through illustration of comic strips, quotes from famous people and his own life experiences. For example: "Abraham Lincoln said, "I will get ready; then perhaps my chance will come." He used these examples to demonstrate how anyone one can become a great leader. He also used Charlie Brown from the Peanuts comic strip. Charlie said his life was mixed up because he had missed "all the rehearsals" That expressed his leadership abilities, added humor but also expressed the truth on leadership. He used quotes that he utilized when giving a seminar. "Life is 10 percent of what happens to me and 90 percent how I react to it". These words were so enlightening it was like a light bulb went off as I was reading them. Another technique I found enjoyable was Maxwell's pulling his readers into the book by asking us to stop and evaluate his own leadership skills. This kept me on my toes and I was able to comprehend the skills he was explaining. This also was helpful after completing the book to realize what my strengths and weakness are in leadership. Throughout the book he gave the true definition of leadership "Leadership is influence. That's it. Nothing more.nothing less...He who thinketh he leadeth and has no one following him is only taking a walk." A positive attitude was expressed throughout the book by using the delightful material.All in all I found this book a joy to read and would recommend it not only for leadership purposes but also for life experiences. Thank you,I am a student from the University of Pittsburgh,

In four years I have read this book many times. My original copy is dog-eared and tatty from repeated readings. We bought hundreds of copies for our clients, all of whom are now becoming better leaders. I sent a copy to the General Manager of a resort hotel. He bought a copy for all his heads of departments. I have never met a person who has read 'Developing The Leader' who did not love it. Every aspiring politician should receive a copy and be tested on it before being allowed to hold office.

You will not be wasting your time by reading Developing The Leader Within You. If you are new to the field of leadership, this is a nice introduction. If you are an experienced leader, the book will remind you of some basic principles that you might be neglecting. It does not delve deeply into any one area, and it does not really break new ground. The quotes are selectively footnoted and many of the anecdotes are apocryphal. Maxwell is given to cute turns of phrase that he hopes will be interpreted as words of wisdom (e.g., "People do not care how much you know until they know how much you care."). All in all, this is a fine basic introduction, but I was hoping for more. This should not be the only leadership book you read.

Below are key excerpts from the book that I found particularly insightful:

- 1- "Leadership is developed, not discovered. The truly "born leader" will always emerge; but, to stay on top, natural leadership characteristics must be developed. In working with thousands of people desirous of becoming leaders, I have discovered they all fit in one of four categories or levels of leadership: The Leading Leader...The Learned Leader...The Latent Leader..The Limited Leader."
- 2- "Management is the process of assuring that the program and objectives of the organization are implemented. Leadership, on the other hand, has to do with casting vision and motivating people."
- 3- "Listed below are some characteristics that must be exhibited with excellence before advancement to the next level is possible: Level 1: Position/Rights...Level 2: Permission/Relationship...Level 3; Production/Results..Level 4: People Development/Reproduction....Level 5: Personhood/Respect."
- 4- "Success can be defined as the progressive realization of a predetermined goal. This definition tells us that the discipline to prioritize and the ability to work toward a stated goal are essential to a leader's success. In fact, I believe they are the key to leadership."
- 5- "Integrity is not what we do so much as who we are. And who we are in turn, determines what we do. Our system of values is so much a part of us we cannot separate it from ourselves. It becomes the navigating system that guides us. It establishes priorities in our lives and judges what we will accept or reject."
- 6- "1. Integrity builds trust. 2. Integrity has high influence value. 3. Integrity facilitates high standards. A. Integrity results in a solid reputation, Not just an image. 5. Integrity means living it MYSELF BEFORE LEADING OTHERS. 6. Integrity helps a leader be credible, NOT JUST CLEVER. 7. Integrity is a hard-won achievement."
- 7- "The more you change, the more you become an instrument of change in the lives of others. If you want to become a change agent, you also must change."
- 8- "WHY PEOPLE RESIST CHANGE? The change isn't self-initiated...Routine is disrupted...Change creates fear of the unknown...The purpose of the change is unclear...Change creates fear of failure...The rewards for change don't match THE EFFORT CHANGE REQUIRES...People are too satisfied with the way things are...Change won't happen when people ENGAGE IN NEGATIVE THINKING...The followers lack respect for the leader...The leader is susceptible to feelings OF PERSONAL criticism...Change may mean personal loss...Change requires additional commitment...Narrow-mindedness thwarts acceptance of new ideas...Tradition resists change."
- 9- "People change when they hurt enough they have. to change; learn enough they want to change; receive enough they are able to change. The leader must recognize when people are in one of these three stages. In fact, top leaders create an atmosphere that causes one of these three things to occur."
- 10- "Great leaders understand that the right attitude will set the right atmosphere. which

enables the right responses from others."11- "My success in developing others will depend on how well I accomplish each of the following: Value of people: This is an issue of my attitude. Commitment to people: This is an issue of my time. Integrity with people: This is an issue of my character. Standard for people: This is an issue of my vision. Influence over people: This is an issue of my leadership."12- "Successful people developers give THE RIGHT ASSISTANCE TO PEOPLE...I need to work out their strengths and work on their weaknesses...I must give them myself...I must give them ownership...I must give them every chance for success."13- "My observation over the last twenty years has been that all effective leaders have a vision of what they must accomplish. That vision becomes the energy behind every effort and the force that pushes through all the problems. With vision, the leader is on a mission and a contagious spirit is felt among the crowd until others begin to rise alongside the leader. Unity is essential for the dream to be realized. Long hours of labor are given gladly to accomplish the goal. Individual rights are set aside because the whole is much more important than the part. Time flies. morale soars upward, heroic stories are told, and commitment is the watchword. Why? Because the leader has a vision!"14- "The process for developing personal discipline...Start WITH YOURSELF...Start early...Start small...Start now...Organize your life...Welcome responsibility...Accept accountability...Develop Integrity...Pay now, play later...Become character driven instead of emotion driven."

I have studied the subject of leadership for several years and continue to return to this book as the best short-read on the subject ever written. I read it at least once a year just to refresh myself. The stories are well chosen and the principals are sound. It is not an in-depth treatise but provides an excellent foundation for understanding the difference between leadership and management - which is greatly lacking today.

Developing the Leader Within You is a wonderful resource for anyone in any kind of leadership position. If you lead thousands or if you have influence in the life of just one person, this book addresses issues of great importance to you. If you want to revolutionize how you interact with others, if you want to stop simply "managing" and have an impact in your sphere, this is the book for you.

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