



# The Don Hutson Report

Global Expert on Sales & Negotiations

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## Are You Leadership Material?

(Part 1 of a 6-part series on Managing and Leading Others)

**Whether you are in the hierarchy** of management in your company or you aspire to be, there are basic and advanced skills that, when utilized effectively, can be the determining factor in achieving superior results. All managers are challenged to lead their teams for effectiveness and improved organizational success.

**This newsletter focuses** on the difference between *Management* and *Leadership*, and some of the critical skills that can help you propel both your performance and that of those you lead. As you get better at what you do, those who follow your lead will improve from the example you set!

**The goal of the 6-part series** is to assist you in sorting out the most important skillsets for long-term success as a leader. Here are some definitions and concepts from my years of experience in teaching and developing proven leaders.

1. **Leadership Defined** – The art of using persuasive skills and/or the power of position to influence the attitudes and behaviors of others toward exceptional performance. Leadership Style is the spirit with which you do it. *We* need to be the kind of person they are eager to follow.
2. **Management Defined** – Here's Dr. Peter Drucker's take on it: "Management is about tasks; Management is a discipline, but it is also about your team; every management success or failure is about the success or failure of a manager; the vision, dedication and integrity of managers determine whether there is management or mismanagement."
3. **Defining Differences Between the Two** - Leadership is largely about people and management is largely about tasks. Good *managers* get the job done through others; Good *leaders* achieve their *personal* goals while simultaneously inspiring their team members to achieve goals of their own.

4. **Emerging Trends** - We have reached the point where issuing edicts and making demands as standard operating procedure are outmoded – only to be used by exception. We each need to be the kind of leader that is a pleasure to follow to get the best from our team members.
5. **Purpose** – When you espouse a magnetic, compelling purpose, your people will follow you just about anywhere. Strong leaders get people both energized by their vision and eager to embrace it.
6. **The Issue of Trust** – We have all heard that people want to do business with those they know, like and trust. They also want a BOSS who they know, like and trust!
7. **Top Performers** – Those at the head of a company or department need to be confident and competent. To be a top performing manager, respect your subordinates, treat them equitably, honor their dignity, train and educate them appropriately and let them know that you expect great things from them.
8. **Education** – Let each of your people know that you subscribe to the principle of eagerly seeking self-education. As they see you learn and grow, they will be more inclined to learn and grow themselves.

These tips are designed to help you be the best in your efforts to lead and manage people. As you encourage them to improve and achieve, display that you are also reaching out to grab the rest of your destiny! You will be an inspiration for those on your team who are *leadership material* to do the same.

**Note: I suggest that you follow this link** to The Don Hutson Report Library to review the previous issues. <https://donhutson.com/dhreport-library/>

*Here's our latest approach to sales Promotion; **The Don Hutson Flipbook Press Kit**. If you are a Corporate or Association Meeting Planner, you will want to review Don Hutson's Flipbook Press Kit and consider him for your upcoming events. Just click on the image below.*

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