

Strategic Management

Lecture: Leadership

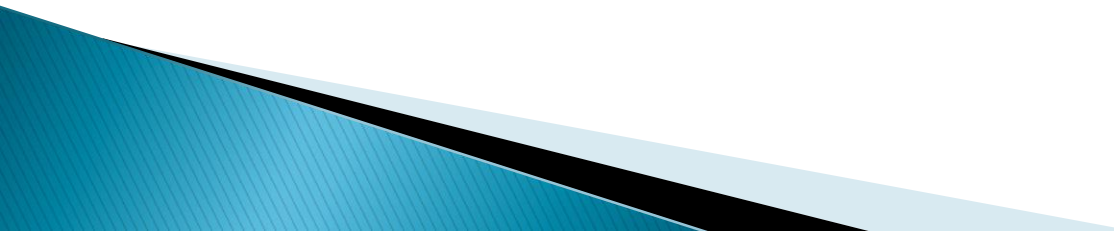
leader

A person who has an ability to add values to an organization by motivating and influencing others to accomplish goals.

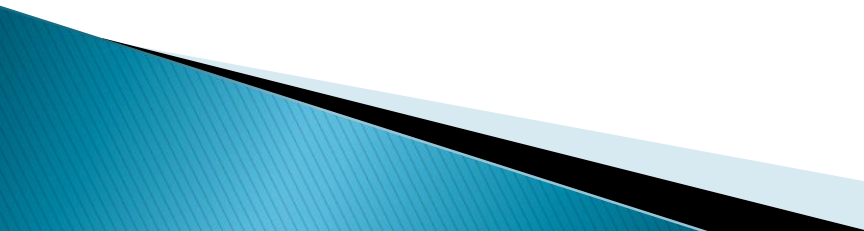
Seven Habits of an Effective Leader.

By Steven Covey

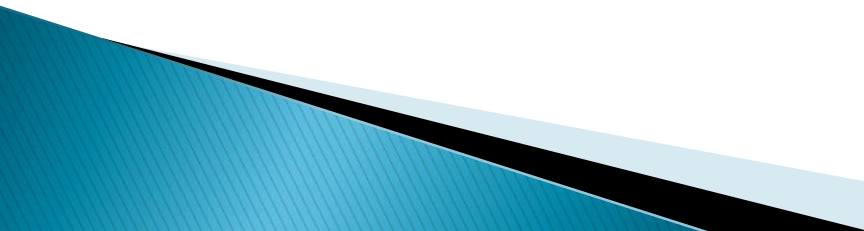
Seven Habits of Effective Leader

- ▶ 1. Be Proactive
 - ▶ – You must be prepare all the times.
 - ▶ – You must be ready at all times.
 - ▶ – You must prevent the problems from happening, not wait until the problem happen and try to solve.
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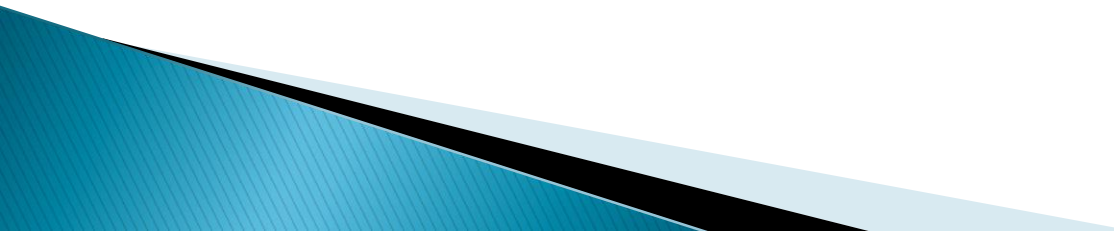
Seven Habits of Effective Leader

- ▶ 2. Think with the end in mind
 - ▶ – You must think what and how the situation, the problem, the crisis will end.
 - ▶ – You must have ability to see the future of product, organization, opportunity, threats, and etc.
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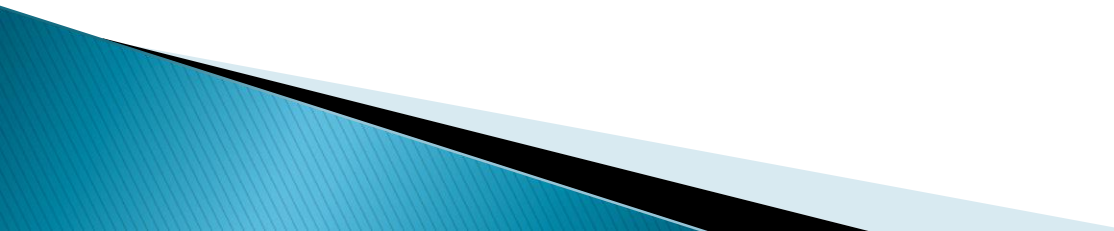
Seven Habits of Effective Leader

- ▶ 3. Put the first thing first
 - ▶ – You must be able to classify what is important and what is not important in life, in organization.
 - ▶ – You must do what is the most important thing first.
 - ▶ – You must not spend too much time on what is less or unimportant.
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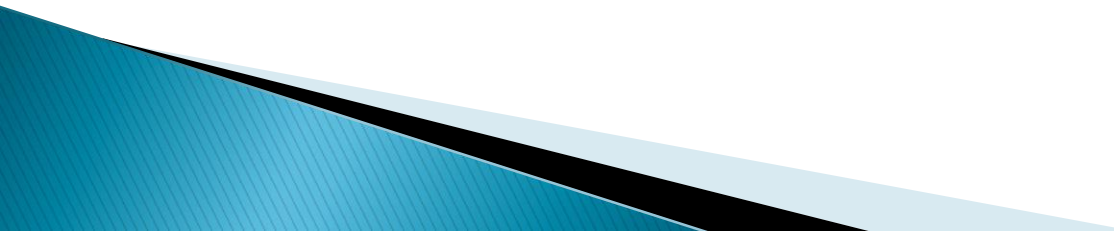
Seven Habits of Effective Leader

- ▶ 4. Think win – win situation
 - ▶ – You must negotiate to win and let the other side also win.
 - ▶ – You must win more and let the other side win less.
 - ▶ – Try to kill two birds with one bullet.
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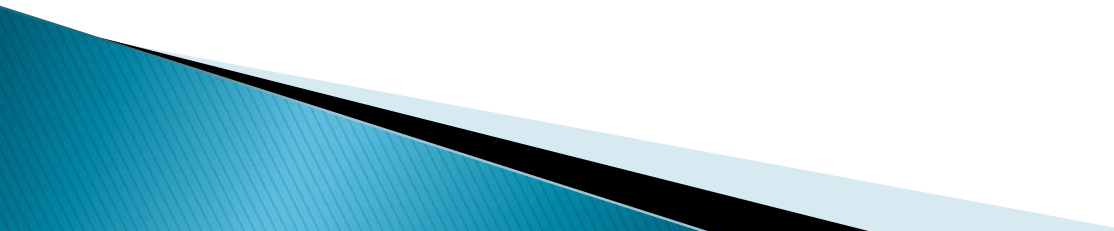
Seven Habits of Effective Leader

- ▶ 5. Try to understand and then to be understood
 - ▶ – You must understand the situation around you, your staff, your team, and the organization.
 - ▶ – You must be open in the way that let your employees understand what you want and what you think is important.
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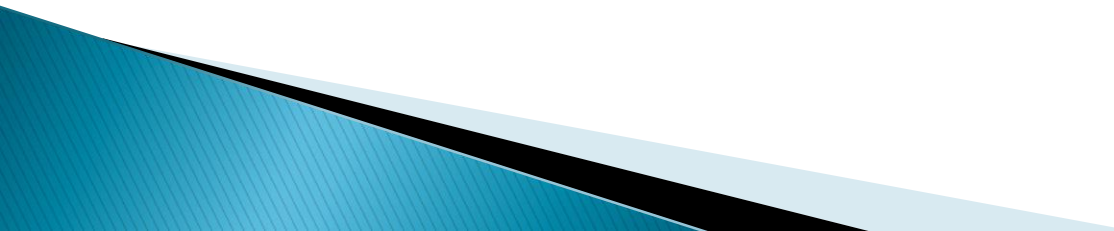
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Seven Habits of Effective Leader

- ▶ 6. Synergy ($1 + 1 = 3$)
 - ▶ – You must know how to work with other, with team and produce more output.
 - ▶ – You must work with other who has an outstanding skill or knowledge that you don't have.
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Seven Habits of Effective Leader

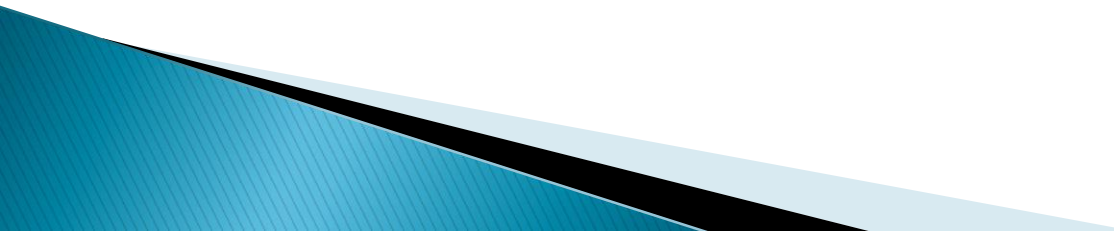
- ▶ 7. Sharpen your saw
 - ▶ – You must have an up-to-date knowledge, technology, and skills
 - ▶ – You must know the news and new information around you and your organization.
 - ▶ – You must be alert with your competitors
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3 Domains of Leadership Judgment

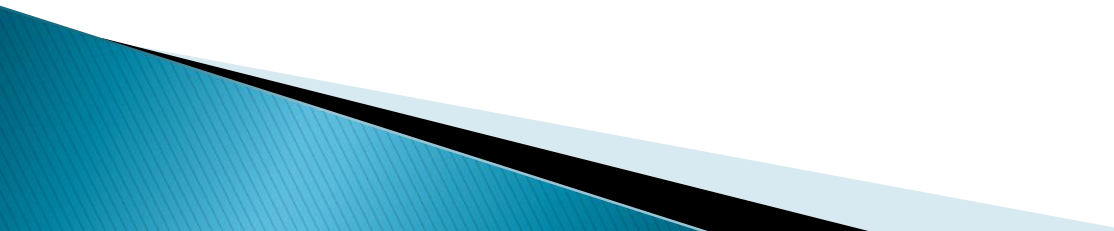
By Noel Tichy



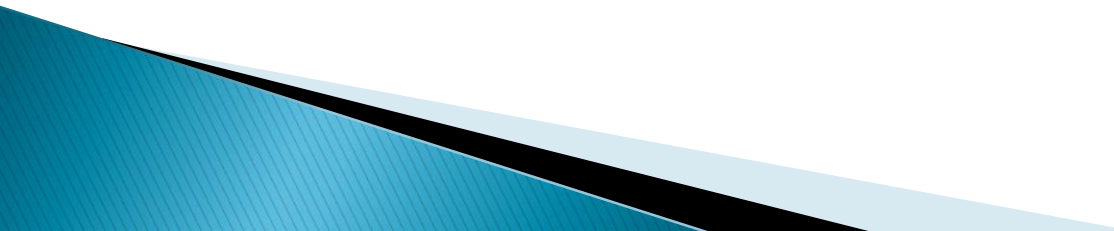
Three Domains of leadership Judgment

- ▶ 1. Judgment about people:
 - ▶
 - ▶ Leader has to show the good judgment about people by...
 - ▶ – Putting the right people to the right position and the right project.
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Three Domains of leadership Judgment

- ▶ 2. Judgment about strategies:
 - ▶ Leader has to show his good judgment about choosing the best strategies by....
 - ▶ – Choosing the best strategy for the right situation and be able to implement and achieve the goal.
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Three Domains of leadership Judgment

- ▶ 3. Judgment in time of crisis:
 - ▶ Leader must show his good judgment in time of crisis by...
 - ▶ Not being panic, and solving the problem step by step, and trying to change the crisis into opportunity.
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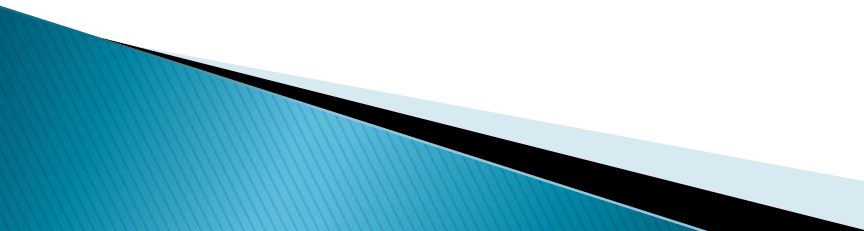
Michael Hammer's view of leadership

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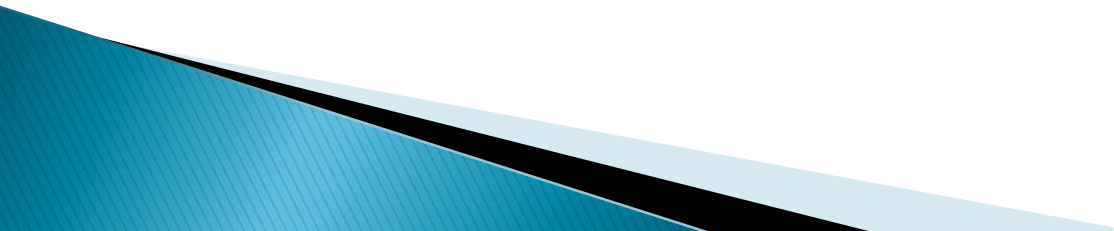
Michael Hammer's view of leadership

- ▶ 1. Vision
 - ▶ – Leader must have vision or see and know where to go for the proper direction.
 - ▶ – What the organization will do in the future?

Michael Hammer's view of leadership

- ▶ 2. Communication
 - ▶ – Leader must be able to communicate and convince others in the organization to go on the same direction.
 - ▶ – Make subordinates to understand and believe in your vision.
 - ▶ – Make them share your vision.
 - ▶ – Make them do things to achieve your vision.
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Michael Hammer's view of leadership

- ▶ 3. Commitment
 - ▶ – Once you have a proper vision, commit yourself to plan and set a goal to achieve.
 - ▶ – You must not change your mind easily.
 - ▶ – You must commit yourself to achieve the vision.
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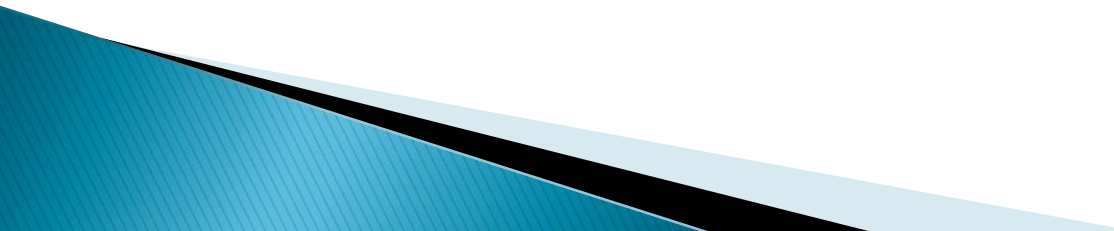
The Eight Universal Laws of Leadership

By Peter Drucker



The Eight Universal Laws of Leadership

1. Integrity First

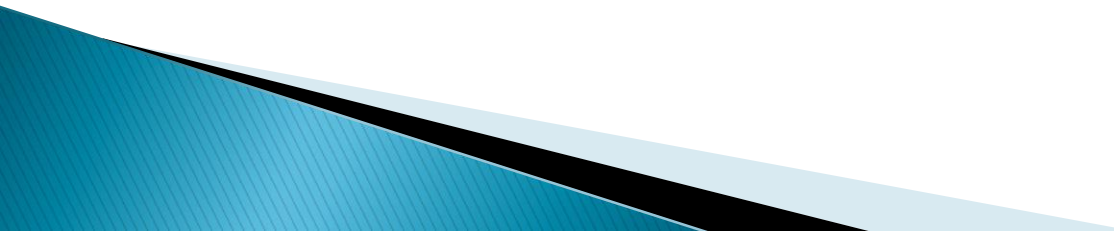
- Leader must be a good person and do the good things and the right things.
 - Leader must have good work ethics
 - Leader must understand good governance.
 - Bad person is a bad leader.
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The Eight Universal Laws of Leadership

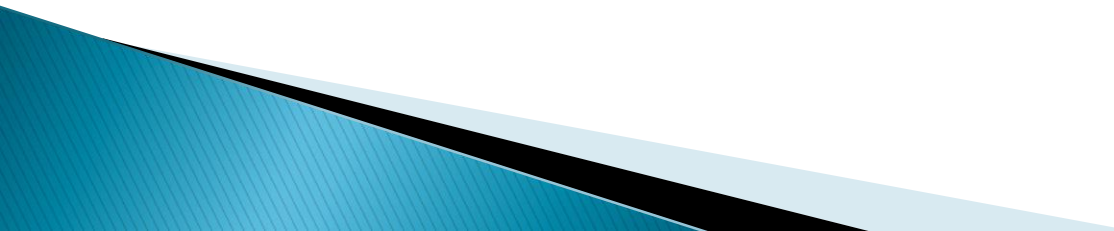
2. Know your stuff

- Leader must have an up-dated knowledge about your work, duty, and organization.
- - Leader must master your knowledge.

The Eight Universal Laws of Leadership

- ▶ 3. Declare your expectation
 - ▶ – Leader must let others know what he expects of them.
 - ▶ – Tell them what is vision, objectives, and goals.
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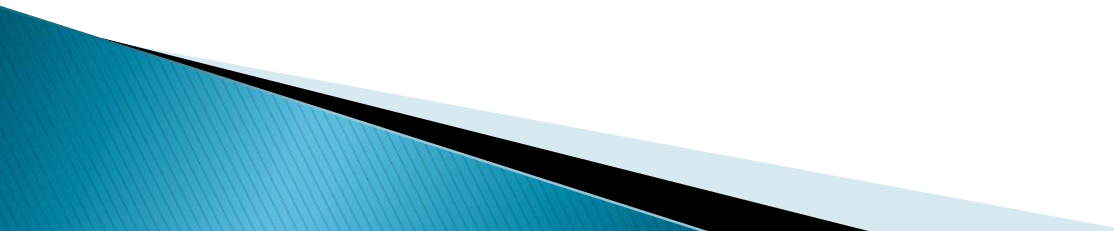
The Eight Universal Laws of Leadership

- ▶ 4. Show Uncommon Commitment
 - ▶ – Leader must not give up easily.
 - ▶ – Leader must keep on focusing until his vision is realized.
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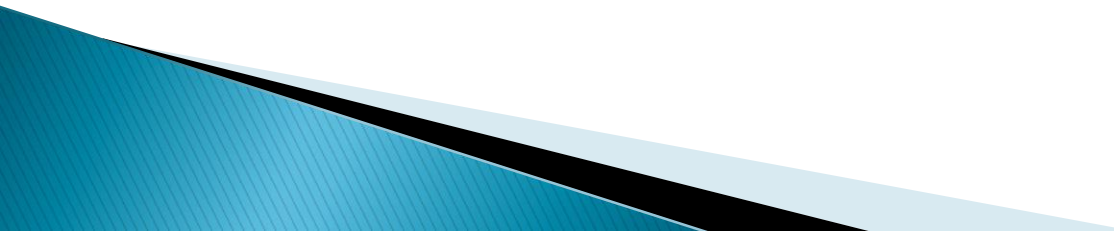
The Eight Universal Laws of Leadership

- ▶ 5. Expect positive results
 - ▶ – Leader must be optimistic.
 - ▶ – Leader must be cautious but positive.

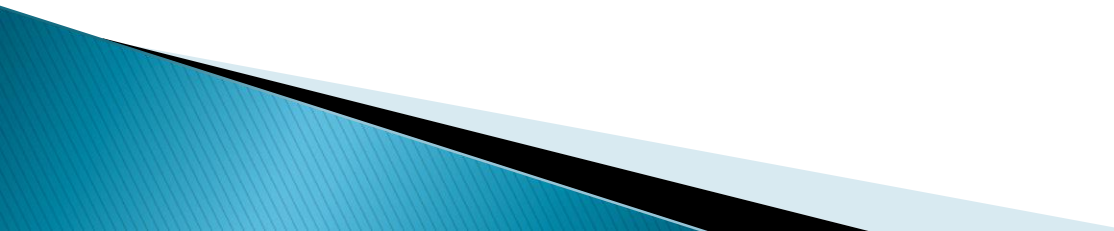
The Eight Universal Laws of Leadership

- ▶ 6. Take care of your people
 - ▶ – Leader must know how to take care of his subordinates.
 - ▶ – Leader must be fair in treating his subordinates.
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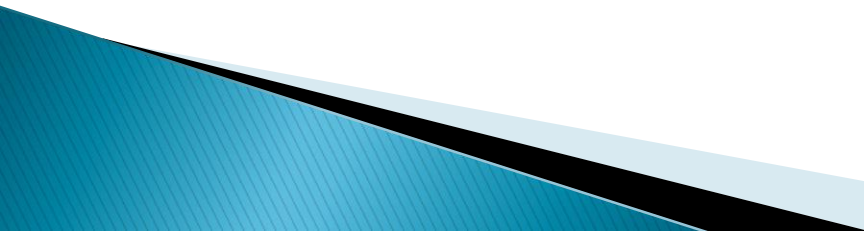
The Eight Universal Laws of Leadership

- ▶ 7. Put duty before self
 - ▶ – Leader must act on behalf of people or customers, and subordinates first, his self later.
 - ▶ – Leader can not act in his own interests.
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The Eight Universal Laws of Leadership

- ▶ 8. Get out in front
 - ▶ – Leader must lead in the front, not hiding from people and problems.
 - ▶ – Leader can not avoid his responsibility.
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Assignment # 2

- ▶ 1. List the three domains of leadership judgment.
 - ▶ 2. List and explain seven habits of an effective leader by Steven Covey Which one the most important habit? Why?
 - ▶ 3. List Michael Hammer's view of leadership?
 - ▶ 4. What is the definition of leader? Who is your favorite leader? Why?
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Oral Test: Leadership

- ▶ **Leadership** : A person who has an ability to add values to an organization by motivating and influencing others to accomplish goals.

- ▶ **The Eight Universal Laws of Leadership** :
 - 1. Integrity First,
 - 2. Know your stuff,
 - 3. Declare your expectation,
 - 4. Show Uncommon Commitment,
 - 5. Expect positive results,
 - 6. Take care of your people,
 - 7. Put duty before self,
 - 8. Get out in front

