

Chapter 8 Leadership in Management

Section 8.1 Leadership Qualities

Section Summary with Key Terms and Academic Vocabulary

Leadership Qualities A leader has a vision for the firm and inspires others to work toward that vision. Being a manager is not necessarily the same as being a leader. Many managers tell people what to do and make sure they do it. However, managers who lack a vision and do not inspire others are not leaders. In today's world, true leaders know their business and the capabilities of their employees. They analyze trends to steer their business on the right course. They also make sure that the basic operations run smoothly. Good leadership traits include motivation, confidence, integrity, and communication skills.

Key Terms _____

leadership Taking a company and its employees in a direction based upon a vision

initiative The ability to act and make decisions without the help or advice of others

human relations The study of how people interact in the workplace and how communication can be improved

integrity An adherence to a code of ethical values, such as honesty, loyalty, and fairness

Academic Vocabulary _____

vision An image or concept in the imagination

trend A prevailing tendency or inclination

conflict Competitive or opposing action of incompatibles

technique A method of accomplishing a desired aim