**LEADERSHIP – HOMEWORK: SESSION 7**

**Leadership: Enhancing the Lessons of Experience 8th Edition**

**Richard L. Hughes, Robert C. Ginnett, and Gordy J. Curphy, McGraw Hill Education, New York, NY 2015 – (ISBN: 978-0-07-786240-4)**

**Chapter Sixteen: Skills for Optimizing Leadership as Situations Change**

Why is it important for leaders to be able to provide a compelling description of how they add value?

How can a leader effectively present a vision that encourages others to follow?

What is Conflict?

Why are conflict resolution skills so important for leaders?

Is conflict always bad? Why or why not?

Explain the Competition Conflict Resolution Strategy.

Explain the Accommodation Conflict Resolution Strategy.

Explain the Sharing Conflict Resolution Strategy.

Explain the Collaboration Conflict Resolution Strategy.

Explain the Avoidance Conflict Resolution Strategy.

Outline rules found in the Shark Analogy and explain how they impact everyday life.

Define Negotiation.

What are the three tips for negotiation offered by Fisher and Ury?

Explain the Model of Performance. Identify and explain its components.

Define Punishment. Explain the importance in administering it.

Define Attribution Theory. Explain its impact on leadership and punishment.

**Chapter Fifteen: The Dark Side of Leadership**

Explain Destructive Leadership.

How does one’s ability to build teams and get results through others impact leadership?

Comment on the Truth and Optimism in Leadership from the viewpoint of the Dark Side of Leadership.

Explain Managerial Incompetence.

Define Competent Managers.

Define Taskmasters.

Define Cheerleaders.

Define Figureheads.

Explain Managerial Derailment. Identify five reasons for failure.

Outline the six Root Causes of Managerial Incompetence and Derailment.

How does Situational Awareness and Self Awareness impact leadership?

Explain the importance of Feedback for competent management.

Explain the importance of Insight in negating debilitating effects on followers.