**LEADERSHIP – HOMEWORK: SESSION 3**

**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 Seven: Leadership Behavior**

What are the advantages of looking at leaders in terms of behavior rather than personality traits, values, or intelligence?

Explain the Consideration (Employee-Centered) dimension of behavior.

Explain the Initiating Structure (Job-Centered) dimension of behavior.

What is the Leadership Grid perspective on leader behavior?

Define Country Club Management.

Define Impoverished Management.

Define Authority-Compliance Management.

Define Team Management.

Define Middle-of-the-Road Management.

Compare and contrast leadership behavior and leadership skills.

Identify and explain four categories of skills and behaviors found in organizational competency models.

Highlight examples of Leadership Competencies. Which do you feel are most critical to success? Why?

Explain the Leadership Pipeline. What can we learn from this model?

Define 360-Degree Feedback and its importance in developing leadership skills.

**Chapter Eight: Skills for Building Personal Credibility and Influencing Others**

What are some of the most “basic” skills every leader should have? Which do you possess?

Define Credibility and explain its importance in building effective relationships.

Compare and contrast the two components of credibility: Expertise and Trust.

Define Leadership Credo and explain its role and importance in developing leadership skills and building relationships.

How do Relationships impact trust? How are Relationships built?

Explain what is meant by Communication Effectiveness.

What role does Communication play in leadership?

Outline and explain the five steps in the Communication Process.

What are some of the causes of Communication Breakdowns?

Explain why it’s important to Know Your Purpose in communication.

Explain the impact of Choosing Appropriate Context and Medium

How can the clarity of communication be enhanced?

How can one Ensure Understanding?

Compare and contrast Active Listing and Passive Listening.

Identify and explain Four Active Listening Skills.

Explain the Abilene Paradox.

Outline and explain the Five Steps in Problem Solving.