

chapter

two

Recognizing Your  
Traits



# Intelligence

- Intelligence is an important trait related to effective leadership. Intelligence includes having good language skills, perceptual skills, and reasoning ability.



# Confidence

- Being confident is another important trait of an effective leader.



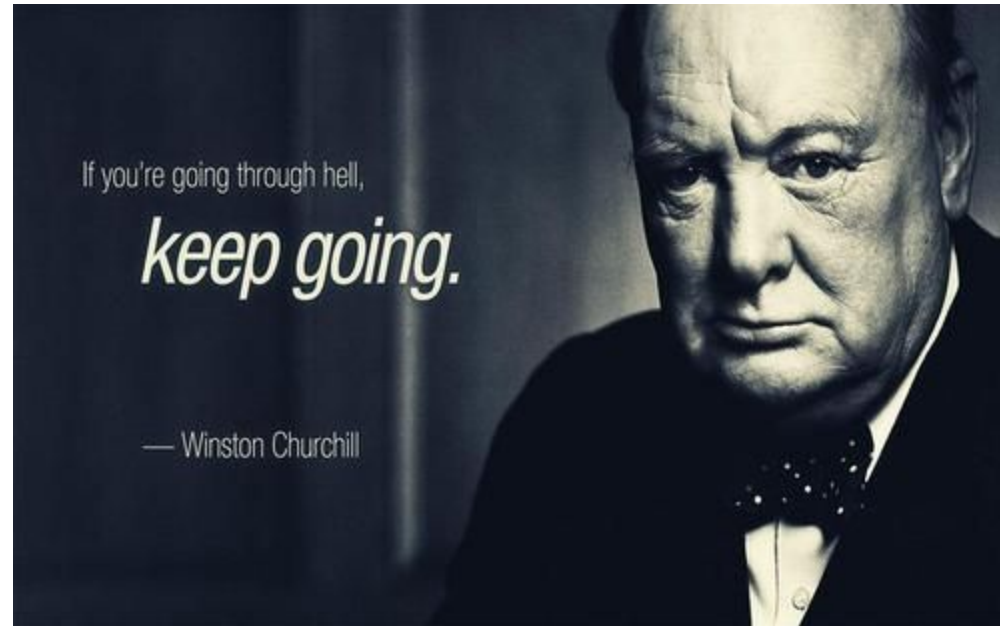
# Charisma

- Charisma refers to a leader's special magnetic charm and appeal, and can have a huge effect on the leadership process.



# Determination

- Determined leaders are very focused and attentive to tasks.



# Sociability

- Sociability refers to a leader's capacity to establish pleasant social relationships.




# Integrity

- Integrity characterizes leaders who possess the qualities of honesty and trustworthiness.





## SUMMARY

- This chapter describes the traits required of a leader. Social science research has provided insight into leadership traits. Thousands of leadership studies have been performed to identify the traits of effective leaders; the results of these studies point to a very long list of important leadership traits. From this list, the traits that appear to be especially important for effective leadership are intelligence, confidence, charisma, determination, sociability, and integrity.
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## SUMMARY

- Because leadership is a complex process, there are no simple paths or guarantees to becoming a successful leader. Each individual is unique, and each of us has our own distinct talents for leadership. Those who are naturally strong in the six traits discussed in this chapter will be well equipped for leadership. If you are not strong on all of these traits but are willing to work on them, you can still become an effective leader. Remember that there are many traits related to effective leadership. By becoming aware of your own traits and how to nourish them, you will be well on your way to becoming a successful leader.



## homework

Based on the scores you received on the Leadership Traits Questionnaire, what are your strongest leadership traits?  
What are your weakest traits?

