

1. **What are the 3 R's on how to be a leader?**
Right experience, right training, right attitude
2. **What are the four ways to assess leaders?**
trait, behavior, contingency, transformational
3. **Are leaders made or born?**
made through training and experience
4. **Admiral Grace Hopper**
"You manage things, you lead people"
5. **Difference between leaders and managers**
Leaders do the right things, managers do things right. Managers execute, leaders inspire trust
6. **Ants and Leadership**
-> leader showing concern for individual and influencing group
7. **Leading**
communicate vision, build enthusiasm, motivate commitment and hard work
8. **Leadership**
When one individual **influences** a group of individuals to want to reach important (big) goals
9. **Video: Mighty Macs and Leadership**
10. **Managerial Power**
Position Power + Personal Power
11. **Types of Power**
Position Power- Reward, Coercion, Legitimate
Personal Power- Expert, Referent
12. **What type of power gives your boss power?**
legitimate
13. **Studying power and developing relationships as a leader is what type of power?**
referent
14. **Video Clip: Pat Woertz CEO of ADM**
leading change/rebuild
-trust, vision. Future, change, team building
15. **Alvin Toffler's 3 Sources of Power**
Violence, wealth, knowledge
16. **Gardner's Leader Traits**
physical vitality, accept responsibility, understand others, achievement need, courage, decisive, assertive, intelligence, task competence, people skill, motivate others, trustworthy, self-confidence, flexible
17. **Behavioral Style Leadership Approach**
18. **Film Industry Example- Actors/Directors**
Human relations- all about relationships/satisfaction
19. **Consumer Product Industry with Research and Development Director**
democratic

20. **In a customer service call center which type of leadership would you expect?**
autocratic- task driven/service levels
21. **If you ask your boss what to do and hes bored and doesn't care, this is what type of leadership?**
Laissez-faire (hands off approach)
22. **Video Clip- Dilbert Cartoon**
23. **JK Rowling signs with your publishing house and says see you in a year**
laissez-faire
24. **Contingency**
suggests that what is successful as a leadership style varies according to the situation and the people involved
25. **Video Clip- Remember the Titans**
26. **Fiedler's Contingency Model**
Step 1: Determine leadership style: Least Preferred Co-worker (LPC)
Task Motivated(low lpc score) ---+---Relationship motivated (high lpc score)
Step 2: Match Style with Situation: "three contextual variables"
Leader to Member Relationship: Good/Poor
Task Structure- structure/unstructured
Position Power- strong/weak
27. **Hersey-Blanchard Situational Approach**

Relationship Behavior Low to High ^
Task Behavior Low to High--→
- 28.
29. **Emotional Intelligence Approach**
30. **Assembly line is what type of leadership style?**
Autocratic
31. **Main Goal of Simulation**
Group and Individual Decision Making
32. **Most Important/ Least Important for Survival**
Shaving Mirror , Sextant
33. **Individual Behavior- Perception**
The process where people receive and interpret information from their environment
34. **David Berlo's SMCR Communication Approach**
35. **Perceptual Distortions**
Stereotypes-
Halo- take attribute of someone and think they are amazing b/c of it
Negative/Reverse Halo (ex. Amazing performance, dressed like a "slug")
Selective- filtering all incoming information (coming into you)
Projection- coming out of you ("Are you like me?")
36. **Video Clip- 21 Changes**
only notice what you are paying attention to →selective learning

37. Video Clip- Dove Commercial

Managed Perception- Ethical?

38. Perception and Fault- Attribution Issue

a. They are performing poorly → Fundamental Attribution Error “It’s not their fault” (Them)

b. I am performing poorly → Self Serving Bias “it’s not my fault” (You)

39. Personality

Individual differences in characteristic patterns of thinking feeling and behaving

40. Two approaches to personality

trait and type

41. The Big Five Personality Traits

Extraversion, agreeableness, conscientiousness, emotional stability, openness to experience

42. Which personality approach reflects personal preferences?

Myers-Briggs

43. For MBTI designing games takes what conceptual approach?

Intuitive

44. Personality Type Preference Approach

measures 4 dimensions with you falling clearly for one or the other

45. Measure amount of a certain characteristic someone exhibits what personality theory category?

Trait

46. In learning about MBTI which is not true?

Type differences are culturally based

47. MBTI

-all types are equally valuable

-a persons type is a four letter combo

-measures personality across four dimensions

-blind spots exist for each type

48. MBTI Components:

1. Extravert- talk about things in person

Introvert-prefers emails/time to think

2. Sensing- facts, applied, present, practical

iNtuition-concepts, theory, relation, hunches

3. Thinking-logic

Feeling-emotion

4. Judging- formal structure planning approach

Perceiving- informal, unstructured planning approach

49. Locus of Control

extent to which one believes what happens is within ones control

Internal- have control (take own responsibility)

External- no control (not my fault)