

***Leadership--Influence That Inspires*** by Chuck Swindoll, Word Books, Waco, Texas, 1985 (16 Quotes selected by Doug Nichols)

### *Leadership Defined*

#### **1. Successful Leaders Inspire Others**

Those who do the best job of management-those most successful as leaders-use their influence to inspire others to follow, to work harder, to sacrifice, if necessary. Elusive though it may be, such inspiring influence generates incredible results. [Page 20]

#### **2. Leaders Emit Inspiration**

However, different leadership styles may come across, those who respond with cooperation and commitment do so because of the inspiring influence that leader emits. [Page 21]

#### **3. Ability to Deal with Others**

... the leader whose influence proves most effective is the one who gets along well with people. The great American entrepreneur, John D. Rockefeller, once admitted "I will pay more for the ability to deal with people than any other ability under the sun."<sup>2</sup> [Page 22]

#### **4. Get Along with Others**

According to a report by the American Management Association, an overwhelming majority of the two hundred managers who participated in the survey agreed that the single most valuable ingredient-the "paramount skill"-was the ability to get along with people. Managers rated this ability above intelligence, decisiveness, job knowledge, or technical skills.<sup>3</sup> [Page 22]

#### **5. Inspire Others to Follow**

Effective leaders are those whose inspiring influence prompts others to follow. While their style, level of intelligence, methods of motivation, and personal involvement with the tasks may differ widely, those people who are most successful possess the same trait the ability to get along well with others. [Pages 23-24]

### *A Biblical Model*

#### **6. Leaders Keep Hope Alive**

Disabilities need not disqualify. On the contrary, struggling makes a great background for leadership! Not unless you have struggled with the hopelessness and brokenness of life's pains can you possibly know how to lead others through such valleys. Since the prime function of the leader is to keep hope alive, having been bereft of it helps the leader never to forget the value of it. Yesterday's pain prompts today's praise. [Page 30]

## **7. Integrity, Skill, and Sincerity**

Leaders with power and brains are common. So are leaders with riches and popularity. But a competent leader who has integrity and skill, coupled with sincerity, is rare indeed. [Page 36]

## **8. Integrity and High Purpose**

... the supreme quality for a leader is unquestionably integrity. Without it, no real success is possible, no matter whether it is a section gang, on a football field, in an army, or in an office. If his associates find him guilty of phoniness, if they find that he lacks forthright integrity, he will fail. His teachings and actions must square with each other. The first great need, therefore, is integrity and high purpose.<sup>6</sup> [Pages 36-37]

## **9. Secure within Self**

I can think of few ingredients more foundational to being a good leader than knowing oneself-and accepting oneself-and feeling secure about oneself inside one's one skin. The scene is nothing short of tragic when an insecure person is given a leadership responsibility. [Page 38]

## **10. Seek God's Favor**

For am I now seeking the favor of men, or of God? Or am I striving to please men? If I were still trying to please men, I would not be a bondservant of Christ (Gal. 1:10). [Page 41]

## **11. Don't Try to Please Everyone**

As some [person] once said: "I don't know the secret of success, but I do know the secret of failure--try to please everybody!" No successful leader maintains the respect of others without making decisions that will prove unpopular to some. [Page 41]

## **12. Don't Play Games**

Michael Macoby of Harvard University, author of *The Gamesmen*, vividly portrays this person as:

... the leader who plays games with ideas and objectives, resources, and with people . . . he plays at leadership; he gets his "kicks" out of making things work. His main concern: that he is successful . . . as long as he can hang one more trophy over the fireplace of recognition, as long as he is properly remunerated.<sup>10</sup>

Picking up on this whole idea, Gordon MacDonald, minister-at-large of World Vision, adds this insightful, albeit penetrating reminder:

The gamesman is not an alien within the Christian community. One can see traces of gamesmanship entangling itself in vast areas of Christian activity. It is an insidious influence that leads Christians to measure the work of God in terms of numbers, square footage, and popular acceptance ...

Today the theme that overrides any other is that of *me first* in blessing; *me first* in the feel-good experience of certain spiritual gifts; *me first* in terms of material comfort and rewards... The bottom line of the contemporary gospel-the one that does not produce servants-seems to be "grab the crown; avoid the cross!" <sup>11</sup> [Pages 48-49]

### *What to Include for Effective Leadership*

#### **13. Sensitive to Those around Them**

Leaders who do the best job are those whose antennae are keenly attuned to others. They sense the scene, they get the picture, they read between the lines. And having done so, they operate from that sensitive vantage point, which weaves wisdom and understanding into the fabric of their leadership. [Page 52]

#### **14. Insight Is Key**

...the leader must guard against a major enemy-preoccupation. He must force himself to do more than see, he must have *insight*. He must do more than hear, he must *perceive*. The most effective leaders have the uncanny ability to spot what isn't said, to detect attitudes behind actions, facial expressions surrounding words being spoken. [Pages 52-53]

#### **15. Open with People**

A leader who has affection for people must somehow *demonstrate* that affection. This requires authenticity and even a measure of transparency. Did you catch what Paul said about his personal style? I don't want us to miss it, since it's a major secret of good leadership. He was pleased to impart, "not only the gospel," but also his "own life." With that kind of leader, you didn't have to settle for a truckload of truth dumped into your ears and nothing more. You also got, along with the truth, authentic reality-his own life. He had nothing to hide. [Page 56]

### *Conclusion*

#### **16. Look In, Look Around, and Look Up**

As your day unfolds maintain a three dimensional perspective:

*Look in.* Reflect on the value of being a person of strong inner security.

*Look around.* Realize that a commitment to excellence requires tenacity of purpose.

*Look up.* Remember that you are not alone . . . that the Lord of heaven is still

NOTES

2. Ted W. Engstrom, *The Making of a Christian Leader* (Grand Rapids, MI: Zondervan Publishing House, 1976), p. 67.
3. Ted W. Engstrom, p. 67.
6. Dwight Eisenhower, "Leadership" *Quote Unquote*, Lloyd Cory, ed. (Wheaton, IL: Victor Books, a division of SP Publications, Inc. 1977), p. 177.
10. Gordon MacDonald, *Facing Turbulent Times* (Wheaton, IL: Tyndale House Publisher, Inc, 1981), p. 103.
11. Gordon MacDonald, pp. 103, 104.