

## LEADERSHIP QUOTATIONS

One person's candle is a light for many. – TALMUD

"To lead people, walk beside them ... As for the best leaders, the people do not notice their existence. The next best, the people honor and praise. The next, the people fear; and the next, the people hate ... When the best leader's work is done the people say, "We did it ourselves!"

— Lao-tsu

"Control is not leadership; management is not leadership; leadership is leadership. If you seek to lead, invest at least 50% of your time in leading yourself—your own purpose, ethics, principles, motivation, conduct. Invest at least 20% leading those with authority over you and 15% leading your peers."

— Dee Hock, Founder and CEO Emeritus, Visa

"All of the great leaders have had one characteristic in common: it was the willingness to confront unequivocally the major anxiety of their people in their time. This, and not much else, is the essence of leadership."

— John Kenneth Galbraith

"If a rhinoceros were to enter this restaurant now, there is no denying he would have great power here. But I should be the first to rise and assure him that he had no authority whatever."

— G.K. Chesterton to Alexander Woollcott

Act while you can: While you have the chance, the means, and the strength. – TALMUD

"The task of the leader is to get his people from where they are to where they have not been."

— Henry Kissinger

"No institution can possibly survive if it needs geniuses or supermen to manage it. It must be organized in such a way as to be able to get along under a leadership composed of average human beings."

— Peter Drucker

"The task of leadership is not to put greatness into people, but to elicit it, for the greatness is there already."

— John Buchan

Do not stand idly by the blood of your neighbor. – LEVITICUS 19:16

"You do not lead by hitting people over the head — that's assault, not leadership."

— Dwight D. Eisenhower

"The best is he who calls men to the best. And those who heed the call are also blessed. But worthless who call not, heed not, but rest."

— Hesiod, 8th Century BC Greek poet

A nation needs its guides and shepherds, its scouts and leaders of the flock who will carry out the function of leadership: the ability to feel and the power to think. – RABBI ADIN STEINSALTZ

"Never give an order that can't be obeyed."

— General Douglas MacArthur

"Great leaders are almost always great simplifiers, who can cut through argument, debate, and doubt to offer a solution everybody can understand."

— General Colin Powell

For the sake of Zion, I will not remain silent. For the sake of Jerusalem, I will not rest. ISAIAH 62:1

"Men make history and not the other way around. In periods where there is no leadership, society stands still. Progress occurs when courageous, skillful leaders seize the opportunity to change things for the better."

— Harry Truman

"The leader is one who mobilizes others toward a goal shared by leaders and followers. ... Leaders, followers and goals make up the three equally necessary supports for leadership."

— Gary Wills, *Certain Trumpets: The Call of Leaders*

A person should first put one's house together, then one's town, then the world. – RABBI ISRAEL SALANTER

"A leader is one who influences a specific group of people to move in a God-given direction."  
— J. Robert Clinton

"All Leadership is influence." — John C. Maxwell, Injoy, Inc.

We do not know the extent of our own power to change and to effect change. But we must act; that is in our power. – RABBI BARUCH BOKSER

"You cannot be a leader, and ask other people to follow you, unless you know how to follow, too." — Sam Rayburn

"Your position never gives you the right to command. It only imposes on you the duty of so living your life that others may receive your orders without being humiliated." — Dag Hammarskjöld

"The final test of a leader is that he leaves behind him in other men, the conviction and the will to carry on." — Walter Lippmann

Lead me to a rock that is too high for me. – PSALM 61:3

"A leader is best when people barely know he exists, not so good when people obey and acclaim him, worst when they despise him. But of a good leader, who talks little, when his work is done, his aim fulfilled, they will say, 'We did this ourselves.'" — Lao-Tse

"People ask the difference between a leader and a boss. The leader leads, and the boss drives."  
— Theodore Roosevelt

"The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant."  
— Max DePree

"Speak softly and carry a big stick; you will go far."  
— Theodore Roosevelt

You need not complete the work but you are not free to desist from it. – MISHNAH

"Management is efficiency in climbing the ladder of success; leadership determines whether the ladder is leaning against the right wall."

— Stephen R. Covey

"He who has great power should use it lightly."

— Seneca

"How do you know you have won? When the energy is coming the other way and when your people are visibly growing individually and as a group."

— Sir John Harvey-Jones

"He makes a great mistake ... who supposes that authority is firmer or better established when it is founded by force than that which is welded by affection."

— Terence

"The leader must know, must know that he knows, and must be able to make it abundantly clear to those around him that he knows."

— Clarence Randall

"You don't lead by pointing and telling people some place to go. You lead by going to that place and making a case."

— Ken Kesey

"As a leader, you're probably not doing a good job unless your employees can do a good impression of you when you're not around."

— Patrick Lencioni

"Look over your shoulder now and then to be sure someone's following you."

— Henry Gilmer

"Leadership is not magnetic personality, that can just as well be a glib tongue. It is not "making friends and influencing people", that is flattery. Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations."

— Peter F. Drucker

"Leadership is the ability to establish standards and manage a creative climate where people are self-motivated toward the mastery of long term constructive goals, in a participatory environment of mutual respect, compatible with personal values."

— Mike Vance

"The older I get the less I listen to what people say and the more I look at what they do."

— Andrew Carnegie

"My own definition of leadership is this: The capacity and the will to rally men and women to a common purpose and the character which inspires confidence."

— General Montgomery

"High sentiments always win in the end, The leaders who offer blood, toil, tears and sweat always get more out of their followers than those who offer safety and a good time. When it comes to the pinch, human beings are heroic."

— George Orwell

"Our chief want is someone who will inspire us to be what we know we could be."

— Ralph Waldo Emerson

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others."

— Jack Welch

"I think that the best training a top manager can be engaged in is management by example. I want to make sure there is no discrepancy between what we say and what we do. If you preach accountability and then promote somebody with bad results, it doesn't work. I personally believe the best training is management by example. Don't believe what I say. Believe what I do."

— Carlos Ghosn, CEO of Renault-Nissan

Do not wait for leaders. Do it alone, person to person. -- Mother Teresa

Leadership should be more participative than directive, more enabling than performing. -- Mary D. Poole

My grandfather once told me that there were two kinds of people: those who do the work and those who take the credit. He told me to try to be in the first group. There is much less competition. --Indira Gandhi

The quality of a leader is reflected in the standards they set for themselves. -- Ray Kroc

It is not fair to ask of others what you are unwilling to do yourself. -- Anna Eleanor Roosevelt

A leader takes people where they want to go. A great leader takes people where they don't necessarily want to go, but ought to be. -- Rosalynn Carter

Do not separate yourself from the community. – MISHNAH