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is by far the best book  
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-- Vinay Kalantri,

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"The authors of one of  
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yourself and show  
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begins with you – and you will not succeed as a leader unless you have some sense of who you are. Your colleagues – potential followers – have a simple but basic need: they want to be led by a person, not by a corporate apparatchik, say Rob Goffee and Gareth ...

**Why should anyone be led by you? Know yourself and show ...**



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Why should anyone be led by you? This is the seminal question for all leaders. People arrive at a position of leadership in many different ways – some individuals openly and aggressively seek out positions of leadership, while leadership is thrust upon others. Whether leaders are elected, appointed, anointed, or self-proclaimed, and regardless of whether

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it is by design or  
default, once in a  
position of leadership  
they nonetheless carry  
the burden and  
responsibilities  
associated with being  
...

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N2Growth**

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You?: What It Takes To  
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experience live online  
training, plus books,  
videos, and digital  
content from 200+  
publishers.

**SEVEN:**

**Communicate—with  
Care - Why Should  
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Ask them, “Why would  
anyone want to be led  
by you?” We’ve asked  
just that question for  
the past ten years

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**Why Should Anyone  
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Harvard Business  
Review**

9/25/2000 "Why Should  
Anyone Be Led by  
You?" It's a good  
question, say  
consultants Robert  
Goffee and Gareth  
Jones, but it draws  
bewildered silence

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when posed to most executives. In these times of "empowered" followers, write Goffee and Jones in the Harvard Business Review, leaders must look beyond the obvious qualities of vision, energy, authority and strategic direction to ...

**Why Should Anyone  
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HBS Working  
Knowledge ...**

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You? by Robert

Goffee and Gareth

Jones We all know that

leaders need vision

and energy. But to be

inspirational, leaders

need four other

qualities. Probably not

what you'd expect,

these qualities can be

honed by almost

anyone willing to dig

deeply into their true

selves. Reprint R00506

**Why Should Anyone**

*Page 14/28*

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**Be Led by You? -  
New Perspectives**

1. Why Should Anyone  
Be Led By You? By:  
Robert Goffee and  
Gareth Jones

Introduction: You can  
not do anything  
without followers.

Leaders need vision,  
authority and energy.

Additional Qualities:  
Show you are human  
Manage employees  
with tough empathy.  
Dare to be different Be  
a sensor. These

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You What It Takes

qualities can be honed  
by almost anyone. 2.

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And it is this humanity-  
enhancing quality that  
is the most important  
reason why aspiring  
leaders must learn to  
be comfortable with at  
least some of their  
areas of incompetence  
and personal  
weakness. In effect,  
weaknesses reveal that



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a person is present –  
not a mere role holder.

**Review of "Why  
should anyone be  
led by you? - What it**

...

Your core (character, origins, habits etc.) is a key element of great leader. You should exactly know who you are and utilize this knowledge by skilful demonstration of your strengths, weaknesses and passion to achieve

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something very special  
for your. Passion to  
reach exact huge goal  
or mission, preach and  
call to it.

**Why Should Anyone  
Be Led by You?:  
What It Takes To Be  
An ...**

According to the  
authors, people want  
to be led not by a  
person with a fancy job  
title or a manager who  
has amassed a vast  
chunk of organisational

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power or territory.  
You? What It Takes  
Employees will choose  
To Be An  
to follow only a real,  
Authentic Leader  
live, genuine human  
being who reveals  
some of their  
humanity, values,  
personality, and even  
vulnerability.

**Book Review: Why  
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Integral ...**

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Leadership is a

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relationship between leaders and followers. It, like all relationships, is a somewhat fragile condition and needs to be carefully, constantly cultivated. Yet too many leaders hone prescriptive behaviors outside the context of their followers, emulating celebrity CEOs and bosses they admire.

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*Page 20/28*

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"Why Should Anyone Be Led By You?" will forever change how we view, develop and practice the art of leadership, wherever we live and work.

### **Why Should Anyone Be Led by You?: What It Takes To Be An ...**

1. Leadership is situational. What is required of the leader will always be

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influenced by the situation. Effective leaders are adept at situation sensing and, through their interactions, able to construct alternative contexts – compelling narratives that reframe situations, to the benefit of those they lead. 2.

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it Takes to Be an ...**

Rob Goffee and Gareth

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Jones discuss the CASE  
framework - a central  
element of Why Should  
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You?™ - the research  
and thought leadership  
of London Business  
School professor Rob ...

## **Why Should Anyone Be Led By You?**

A leader can inspire  
people to get the  
desired results. I strive  
to be a leader -  
someone that people  
want to emulate. I feel

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that is the secret to a  
**You What It Takes**  
successful business. A  
**To Be An**  
business can be  
**Authentic Leader**  
successful if it has all  
leaders, but it cannot  
be successful with only  
managers.

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1254 Words |  
Bartleby**

Why should anyone be led by you? This question produces a moment of humble reflection for anyone



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aspiring to lead others—at least it should. Leaders need followers, and following is a voluntary behavior.

## **Why Should Anyone Be Led By You? | Everett Community College**

Why should anyone be led by you? We all know that leaders need vision and energy, but after an exhaustive review of the most influential theories on

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leadership--as well as  
workshops with  
thousands of leaders  
and aspiring  
leaders--the authors  
learned that great  
leaders also share four  
unexpected qualities.  
The first quality of  
excep ...

**Why should anyone  
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PubMed**

With good reason. You  
can't get anything  
done without followers,  
*Page 26/28*

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and in these  
“empowered” times,  
You What It Takes  
followers are hard to  
To Be An  
find—except by leaders  
Authentic Leader  
who excel at capturing  
people’s hearts, minds,  
and spirits. REVEAL  
YOUR WEAKNESSES  
Nobody wants to work  
with a perfect  
leader—he doesn’t  
appear to need help.

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