



# Acumen

Analyze the Past, Create the Future.

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## Quote of the Month

*"Efficiency is doing things right; effectiveness is doing the right things."*

- Peter Drucker

## Superstar Strategies

### Truth in Effective Leadership

One of Peter Drucker's principles state that popularity is not leadership. Results are. He identified 7 behaviors of effective leaders:

- ★ They start by asking, "**What needs to be done?**"
- ★ Then they ask, "**What can and should I do to make a difference?**"
- ★ They constantly ask, "What are the organization's **mission and goals?** What constitutes **performance** and **results?**"
- ★ They are tolerant of diversity in people. They do not ask, "Do I like or dislike this person?" But, they are intolerant when it comes to a person's **performance, standards, and values.**
- ★ They are not afraid of **strength in their associates.** They want to attract into their service better people than themselves.
- ★ They submit themselves to the "**mirror test,**" making sure that the person they see in the mirror is the kind of person they want to be, respect, and believe in.
- ★ They are **doers**, not preachers. They delegate many things so they do not drown in trivia, but they do not delegate the one thing that only they can do with excellence, the one thing that will make a difference, the one thing they want to be remembered for.

