

Discussion Questions

Chapter 2: Recognizing Your Traits

1. Why do you think Washington chose not to serve a third term? What does this say about his leadership? Use terms from the text.
2. What trait would you say is the most important of the six discussed in the chapter? The least important?
3. What would you add to the list of six traits that is missing? What trait is important to the way *you* view leadership?
4. What are the limitations of seeing leadership as traits?
5. Do you believe that leaders are born with these traits or can they develop them over time?
6. Several of the leaders profiled in this chapter came to be leaders through adversity (slavery, war, imprisonment). What role does hardship play in bringing out or developing leadership traits?
7. Several of the leaders profiled in this chapter were skilled in public speaking and motivating others through their use of language. How important are good communication skills to effective leadership? How do communication skills relate to leadership *traits*?
8. Several of the leaders profiled in this chapter have addressed, or are addressing, serious social problems throughout the world. How do you think they developed this concern for others? Is it an inborn trait?
9. Select one of the leaders discussed in the chapter and consider what traits (if any) appear to be absent. Does this suggest that leaders need not possess all six traits in order to be effective?
10. Which trait would be the most challenging for new leaders to develop?

11. Consider Bill Gates' various roles at Microsoft through the years: founder, CEO, board chairman, technology advisor, mentor, and foundation director. How do his traits allow him to be effective in each role he takes on?
12. How can determination be learned?
13. Regarding integrity, where is the line between being open and candid and limiting what one should disclose to others?