

MANAGEMENT SKILLS THAT LEAD TO SUCCESS

In any profession, there is the vast majority that does okay, there is a small group that just gets by, and there is a very small group that does extremely well. Why? Why do these differences exist? What separates the very best from the rest?

There are many opinions and many ideas that offer explanations and all of them, to some degree, make sense. But the ones that provide the greatest degree of accuracy and the greatest degree of assistance to anyone wanting to attain membership in the "best society" all seem to have two things in common:

1) They focus on the traits or characteristics of leaders, because that is what truly distinguishes the small group that excels in any profession from all others.

2) They emphasize the skills that accompany leadership because these are what contribute to those traits and characteristics. And, like all skills, they are learnable, which makes achieving leadership a possibility for everyone.

This is where the answers lie for anyone interested in moving up the ladder of success. This is what truly separates the best from the rest.

\*Leadership- The ability to make decisions, and give directions.

\*Leadership- The ability to bet others to follow your directions and to implement your decisions.

\*Leadership- The ability to focus on the right things, to get them done the right way, and to have them done in the right amount of time.

\*Leadership- The ability to manage human resources for maximum performance because, after all is said and done, people are the heart of any and all business.

It is all within the realm of possibility for all of us. We are all potential leaders. All we need to do is to learn a few simple concepts, a few simple techniques and a few simple but effective support skills and leadership becomes a possibility for all of us.

First, we need to accept the concept that leadership is acquired through learning. People are not born leaders. They learn how to lead. They learn how to make decisions and how to give directions. They learn it then they earn it.

Second, we need to recognize that information, more than anything else, contributes to leadership, and in particular, effective leadership. Knowledge, awareness and insight make decision-making possible and direction-giving acceptable. The ability to accumulate knowledge, to acquire the awareness and to gain true insight into the thoughts, feelings and desires of those we depend on for success are the keys to effective management. And, while leadership involves the application of knowledge, there are additional, learnable skills that can help us master the art of accumulating knowledge, verifying it, explaining it and communicating it. Any and all knowledge gained should be put to use quickly and effectively.

And finally, we need to recognize that leaders only lead as long as they have followers. And the surest way to lose one's following is failing to have: respect for their opinions; appreciation for their knowledge and experience; and a willingness to reach compromises with them

when there is disagreement and misunderstanding. Compromises, more than anything else, earns one the right of leadership. And once again, the art of compromise, like all other skills, is learnable.

Many times we are guilty of complication the business we are in, when in fact, like all businesses, it really is quite simple. It all has to do with people. It is difficult, if not impossible, to even imagine any business functioning on its own without people. As I said earlier, people are the heart of any business. They make things happen. They solve problems. They create new solutions. They originate new ideas. They accomplish the goals and objectives that keep businesses running. And, the key to success in any business is managing—getting things done through people.

People react to good management. They respect it when it is demonstrated through good leadership. They appreciate it when it is there, and they seek it elsewhere when it is not. And the few special people in any profession who recognize this, learn to be leaders, demonstrate and put to use what they learn and become the very best at it.

Article by: Gary Seda, Scotts-Hyponex Company, Marysville, Ohio.

Credit: 1991 GCSAA Conference Proceedings

PUMP REPAIR SERVICE CO. SALES • SERVICE • REPAIRS ALL PUMPING SYSTEMS

Representative for:

SYNCFLO PACKAGE PUMPING SYSTEMS

405 ALLAN STREET P.O. BOX 34327 SAN FRANCISCO, CA 94134

Dave Archer (415) 467-2150

AUTOMATIC RAIN COMPANY Landscape and Irrigation Supplies

Table with 4 columns: CONCORD, MENLO PARK, PLEASANTON, SAN JOBE; SALINAS, VACAVILLE, SANTA ROSA, NAPA; MERCED, FRESNO, SAN RAFAEL. Includes phone numbers for each location.

HIGH TECHNOLOGY PESTICIDE APPLICATION EQUIPMENT INDUSTRIAL CLEANING SYSTEMS AND PRESSURE WASHERS SALES, SERVICE, PARTS AND DESIGN

CAREY KREFFT

NSTC NEW SPRAYER TECHNOLOGY COMPANY 1950 BURROUGHS ST. SAN LEANDRO, CA 94577

510/483-7394 800/327-6832 FAX: 510/483-5080