

13

Leading

Learning Objectives

- Define leading and draw a schematic model of the process of leadership
- Discuss the ethical responsibilities of leaders
- Understand the roles of power and influence in leading
- Define motivation and model the motivation process
- Distinguish between the content and process perspectives on motivation and understand the implications of both perspectives for leading
- Understand the main approaches to studies of leading, which include leader traits, leader behaviors, and situational or contingency approaches