

Achieving Results

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Are You an Effective Business Leader?

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Leadership is the ability to influence others in order to accomplish a common goal. Good leadership skills are important in almost every aspect of life and the business world is no exception. People who are good business leaders are sought by every organization for the ability to lead a team and to achieve goals others consider too challenging. Good leaders share a few common qualities and traits that make the individuals effective as business leaders and popular among team members, such as being able to communicate well and guide individuals into performing well. Here are some of the other characteristics of effective business leaders.



Leaders Have a Vision

One of the main characteristics that make good business leaders distinct from rest of the members in a team is vision. Leaders have an ability to visualize future goals vividly and have a fair idea of the pathway required to reach the goals. A good leader will keep a clear idea of the bigger picture in his or her mind and does not get distracted or overwhelmed by the maze of routine activities. Good business leaders communicate the vision clearly to the team and ensure that each member knows his or her role in fulfilling that vision.

Leaders Motivate

An effective business leader is very passionate about the work he does and the organization he works for, and encourages this

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When we work with a team on leadership development we typically ask the group what characteristics they think of when they consider a great leader they admire. Often the list is expansive, but there are a few core characteristics like visionary, passionate, walks the talk, and good communicator that are frequently mentioned. But the one common characteristic of all great leaders is that they get results.

If your organization is falling short where results are concerned, perhaps you have a leadership problem.

Black Diamond Associates can help. Our leadership development process transforms managers into leaders through positive behavior change by addressing attitudes, skills and knowledge and goal achievement.

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passion in his staff. He will pass on this positive influence to his team members and ensure that every member is motivated to deliver optimum performance. He will not only motivate by the use of passionate words and praise but also will lead people by example. Good business leaders motivate the team by setting examples through every action in the workplace. This is the reason why people like to work with leaders who consistently encourage individuals to do better and deliver results.

Leaders are Assertive

Another positive characteristic is that the leader is assertive without being aggressive. This means that she can state what is on her mind without becoming emotionally distressing to others. She will ensure that the message she wants to communicate is delivered to the other person in a tactful and empathetic way and that there are no misunderstandings. A good business leader knows she has to assert herself to achieve the goals that she has set out to achieve, so she will not be afraid to speak her mind in a clear, concise and yet dignified manner.

Leaders are Open-minded

The strength and efficacy of a leader depends on his team and good business leaders never forget this fact. Therefore, he is always approachable to his team members for any kind of discussion. An effective leader will be open to any kind of idea, feedback, or criticism from team-members without being judgmental. He is a patient listener and gives a fair hearing to every member of the team. A good business leader will not delay in incorporating any good idea or feedback that he finds valuable for the team.

Leaders have Integrity

Successful leaders are always men and women of integrity and character. She will have good intrinsic values that are reflected in her actions at the workplace and everywhere else. Good leaders are seen as fair people who are always transparent and honest in dealings with everyone else. Individuals trust an effective leader because she will stand by and stand up for the team when needed.

If you want to be an effective business leader, you need to have integrity, assertiveness, and vision. More important are the people and communication skills that lead to motivating and inspiring team members to perform at high levels to achieve the goals. Leading by example and encouraging the team members to follow in your footsteps by celebrating individual and team achievements will ensure you remain a popular and trusted business leader.

The Rise and Fall of Leadership

Everything rises and falls on leadership. Whenever that statement is made, people are inclined to say “almost” everything rises and falls on leadership. This thinking is based on the desire to look for the exception instead of the desire to become exceptional.



Right now, you lead at a certain skill level. For the sake of teaching this principle, let's say that on a scale of 1 to 10, your rate a 6. This much is known; the effectiveness of your work will never rise above your ability to lead and influence others. You cannot produce consistently on a level higher than your leadership. In other words, your leadership skills determine the level of your success and the success of those who work around you.

Leadership can be taught. It is not an exclusive club for those who were “born with it.” Leadership is developed, not discovered. The truly “born leader” will always emerge, but to stay on top, natural leadership characteristics must be developed.

John Maxwell says “The key to success in an endeavor is the ability to lead others successfully.” If you're looking for success, what would it mean to you if you could move your leadership skills from a “6” on a scale of 10 up by one or two points? Imagine what it would mean to your success if you moved one or two points toward being exceptional.