

THE 6 LEADERSHIP LEVERS

Leaders have a dramatic impact on the productivity of those they lead and on the organization's bottom-line results. Zenger Folkman's research discovered six key behaviors that extraordinary leaders leverage to influence others and improve their organizations.



01 Business and Technical Acumen

Your preference to be technically up-to-date and at the cutting edge of key business acumen.

01



03 Inspire and Motivate Others

Your preference for inspiring and motivating others to achieve goals and objectives.

03



05 Clear Strategy and Vision

Your preference to be involved in creating forward-thinking, strategic activities.

05



02 Focus on Results

Your preference for doing everything possible to achieve goals and objectives.

02



04 Interpersonal Skills

Your preference for building strong relationships, and creating positive interactions with others.

04



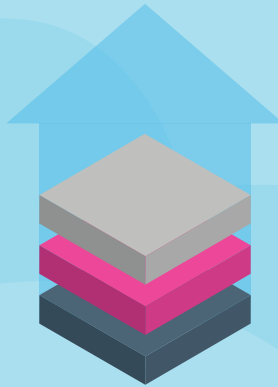
06 Innovation

Your preference for creative problem-solving, sharing new ideas, and trying new approaches.

06

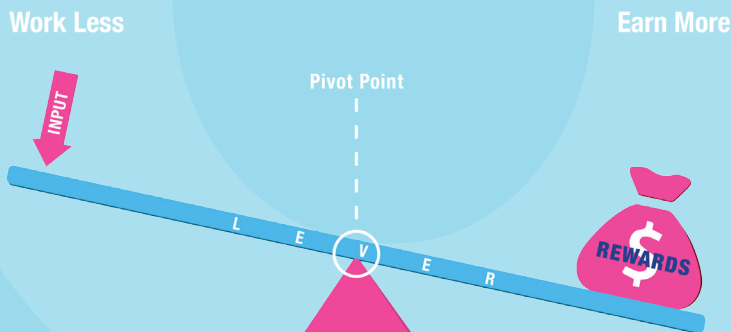
Three strengths raises leadership effectiveness to the 90th percentile.

If a person was highly competent at any three of the Leadership Levers, they would be in the top 10% of all leaders.



WITH 793,863 ASSESSMENTS

The Leverage Principal



Leverage six key leadership behaviors, get extraordinary results.

Our research clearly demonstrates that improvements on one of the Leadership Levers can have a profound positive impact. Contact Zenger Folkman for more information and a look at our complete research.



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