

UNIVERSITI PUTRA MALAYSIA
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MASTERING SUCCESS: WHAT WE CAN LEARN FROM GREAT LEADERS

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GREAT LEADERS

are
people who changed the world
for the better

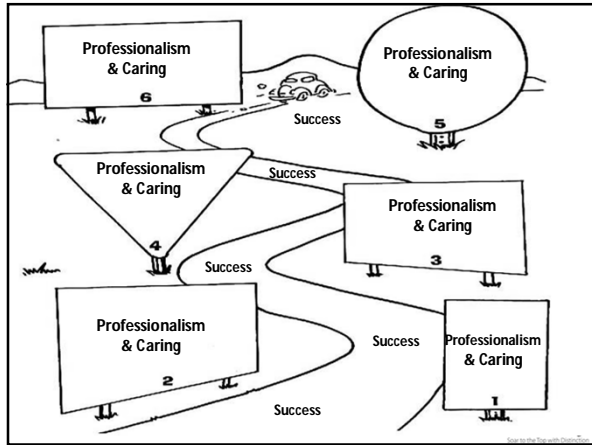


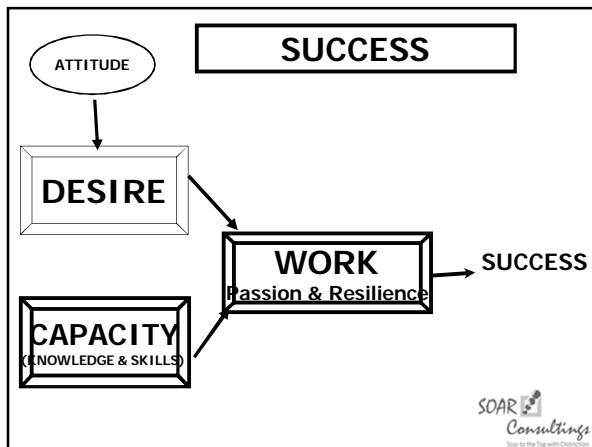
THE HISTORY OF INFLUENCE

- is the history of:
 - imagination,
 - passion,
 - hard work and
 - belief.
- is the history of people who have
 - changed the world for the better
 - shown what belief can accomplish









The Meaning of Success

- *Realisation of a Goal*
- *Progressive Realisation of a worthy Goal*

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The Meaning of Success

- to laugh often and much;
- to win the respect of intelligent people and the affection of children;
- to earn the appreciation of honest critics and endure the betrayal of false friends;
- to appreciate beauty,
- to find the best in others;
- to leave the world a little better; whether by a healthy child, a garden patch or a redeemed social condition;
- to know even one life has breathed easier because you have lived.

-Ralph Waldo Emerson

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Qualities Every Great Leader Possesses

- What makes a great leader?
 - Is it an MBA?
 - Is it the title of President of the United States?
 - Is a great leader born with certain personality traits?
 - Do they develop certain skills that anyone could learn?

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Qualities Every Great Leader Possesses

If you look back through history, you will find that

- great leaders do not all share the same set of skills or personality traits.
- a lot were talented speakers.
- others possessed spectacular minds.



Qualities Every Great Leader Possesses

- Being a great leader is not about skills or personality traits.
- Being a great leader is much more than that.
- Being a great leader is about HEART.



Five Qualities Every Great Leader Possesses


- If you study the great leaders throughout history, you will find that they shared five qualities.
- These five qualities are not the only qualities of a great leader.
- However, they are five qualities that every great leader possessed.



#1. Great Leaders
Care Deeply About a Group of People


Behind every movement, every cause, and every vision is a group of people who need help.

- Great leaders don't see a cause – they see a child dying of a preventable disease or an abused woman who needs compassion and help to break free from an abuser and begin a new life.
- Great leaders don't see employees. They see individuals who have dreams, goals, families to support, and a desire to be valued. They see people who deep down want to make a difference in the world and who want to matter.
- Great leaders see people not as what they are, but as who they can become. Then great leaders make it their vision to see those people transformed.




#2. Great Leaders
Are Deeply Passionate About Justice

- Great leaders possess a strong sense of right and wrong.
- They believe that injustice must never be tolerated.
- This deep-seated sense of justice spurs them to their initial actions.
- They have a vision for what their world could be as opposed to what it is.
- It is the closing of this gap that motivates them.



#3. Great Leaders
Confront Fear and Take Risks

- It is impossible to be a great leader without fear and risk. If it were possible, anyone could do it.
- It's easy to see great leaders as fearless men and women filled with a supernatural courage. But this is not at all accurate.
- It's not the lack of fear that makes a leader great. It's acting in spite of the fear that makes them great.
- Risk will always involve fear and it is the presence of fear that paralyzes so many of us.
- Only those who acknowledge the fear and still choose to act can hope for greatness.



#4. Great Leaders Don't Need A Title

- Too often, we buy into the lie that to be a great leader requires a position of influence.
- We think being a great leader requires the title of CEO, vice president, team leader, etc.
- What we fail to remember is that people who hold those positions were great leaders before getting them.



#4. Great Leaders Don't Need A Title

- Great leaders believe they can make a difference without a title.
- They don't see titles as prerequisites for leadership.
- They understand that people don't follow titles – people follow passionate leaders who believe in them and inspire them to greatness.



#5. Great Leaders Recognize Their Dependence on Others

- It's easy to look at a great leader and perceive them as above the movement and people they led.
- However, great leaders think of themselves as a component of the movement.
- Great leaders recognize that they are fully dependent on others to see out their vision.
- Consequently, great leaders inspire others to greatness.



#5. Great Leaders
Recognize Their Dependence on Others

- A movement has to be greater than the leader if it hopes to survive since leaders come and go.
 - Muhammad (s.a.w) transformed the ummah to greatness
 - Martin Luther King inspired a generation.
 - Winston Churchill and Teddy Roosevelt inspired nations to greatness

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Bonus Quality:
Great Leaders Are People of Character

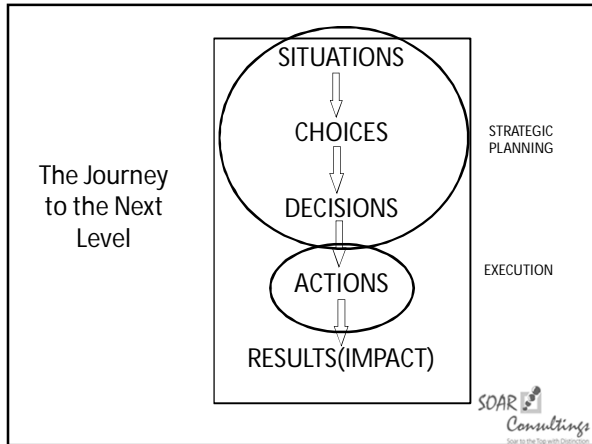
- An example: Adolf Hitler was an evil man. However, he was also a great leader.
- Hitler possessed all of the above qualities but they were born out of a heart that desired evil.
- If attaching the word "great" to Hitler makes you uncomfortable, you should.
- It should also make it clear to you that there is a vast difference between great leadership and GREAT LEADER.

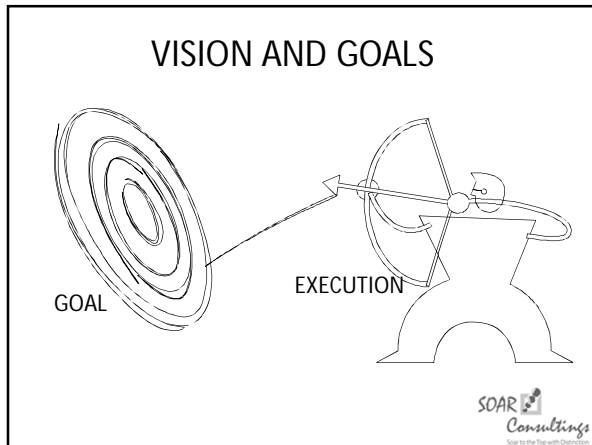
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Bonus Quality:
Great Leaders Are People of Character

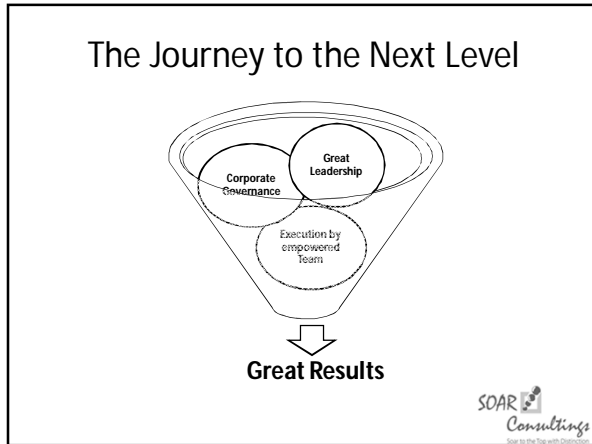
- True greatness is more than just the ability to get people to buy into your vision.
- True greatness is about leading people into a vision born out of character and integrity.
- It is ultimately your character that determines whether you will be a great leader or a Great Leader.
- That's also why many of those whom we consider great leaders were people of faith.
- Their faith instilled in them the character which directed the above qualities.

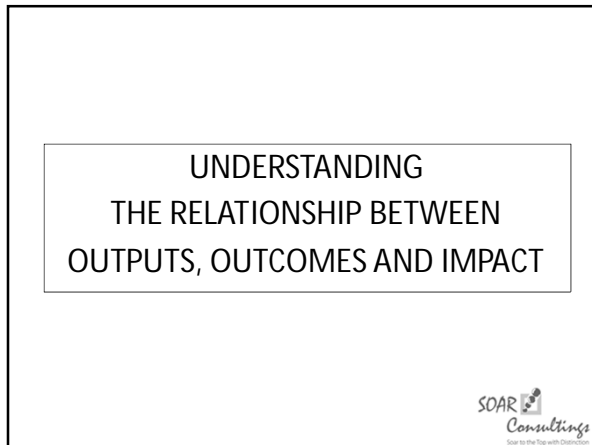
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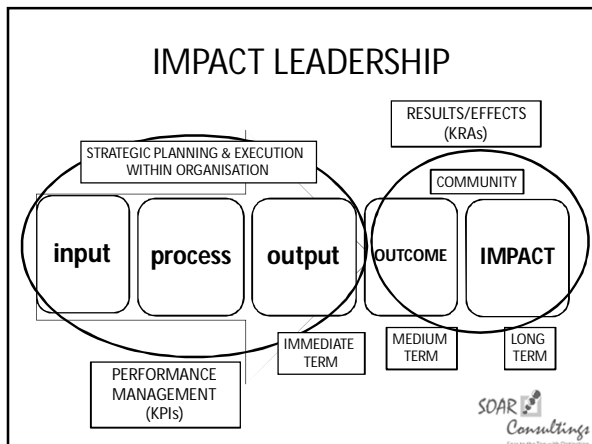












Human Capital

- expertise
- experience
- energy
- excitement

- EMPOWERMENT



QUALITY EQUATION

- Key variable is PEOPLE
- Quality begins and ends with the INDIVIDUAL
 - Self Esteem
 - Self Empowerment
 - Integrity
 - Competence
 - Action orientation




DEFINING
"MASTERING SUCCESS"




What is Success?

Success is the progressive realization of a worthy goal






Why do you want to be Successful?



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Successful People of the Past

Humanity	Science	Art
		
Mother Theresa	Albert Einstein	Vincent Van Gogh

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Successful People of our time

	<p>Oprah Winfrey First African-American woman To be a billionaire Sexual Abused victim</p>	
	<p>Bill Gates Founder of Microsoft Corporation School Dropout</p>	<p>Donald Trump Real-estate Tycoon Business Bankrupt in 1994 - now back with a Big-Bang</p>

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Who is in your list of Successful People?



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TEN CHARACTERISTICS OF SUCCESSFUL PEOPLE

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What are the attributes of Successful People?



What makes them go the extra mile to make it all happen?

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1. BURNING DESIRE

- The intense emotion; passionate: a burning desire for justice, or
- important to say but hadn't had the chance;
- something stronger than a simple desire to speak.

A story from long time ago – during the ancient time
 – the story of Socrates, the great philosopher.

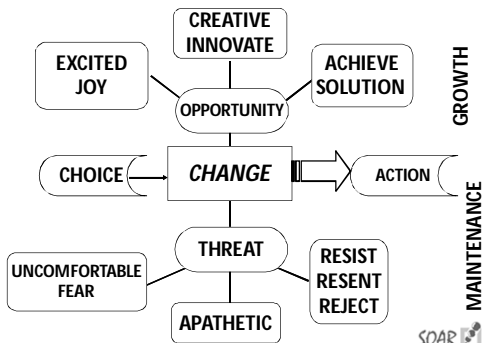


2. COMMITMENT TO EXCELLENCE

- Integrity and wisdom are the 2 pillars on which to build and keep commitments.
- "Integrity is keeping your commitment even if you lose money and wisdom is not to make such foolish commitments" .
- Success is not by accident – it is the result of our attitude.
- Successful people always put a little bit extra even when it hurts.



Commitment to Growth



COMMITMENT

= involvement
= engagement

1. Has good feeling
2. "Want to"
3. Do the maximum
4. Achieve higher standards
5. Contribute to growth



THE GOOD TO GREAT VOCABULARY

Disciplined	Accountable
Determined	Consistent
Focused	Methodical
Rigorous	Responsible
Systematic	Precise
Diligent	Demanding

Passionate



Passion




- Heartfelt, deep, authentic excitement about work.
- Caring.



The Power of Passion
 The Fastest Way To Spur Yourself To Massive Success

Successful people win because they love what they do.
 They have passion for their field.




Passion is something you love. Something you're excited about. Something you get up early to work on or to stay up late.

"Nothing great was ever achieved without enthusiasm." – R. W. Emerson
 "I was just pursuing what I enjoyed doing. I mean, I was pursuing my passion." – Pierre Omidyar, eBay Founder
 "Choose a job you love, and you will never have to work a day in your life." – Confucius
 "The starting point of all achievement is desire. Keep this constantly in mind. Weak desires bring weak results, just as a small amount of fire makes a small amount of heat." – Napoleon Hill
 "Never underestimate the power of a small but committed group of people to change the world. Indeed, it is the only thing that ever has." – Margaret Mead

success360.com

3. RESPONSIBILITY


- Responsible people don't think that the world owes them a living.
- Responsible people accept and learn from their mistakes.
- We do 3 things about mistakes:
 1. Ignore them
 2. Deny them
 3. Accept and learn from them.



4. HARD WORK

- Everyone likes to be successful, but how many are willing to put in the effort and time to prepare?
- Many people don't understand the difference between idle time and leisure time.
- Idle time amounts to wasting or stealing time, leisure time is earned.

Henry Ford said "the harder you work, the luckier you get"



5. CHARACTER

- The total sum of a person's value, beliefs and personality.
- Reflected in our behavior in our actions



Highly Effective People
Your Character and Personality Ethic

YOUR PERSONALITY
Your secondary greatness

- > Positive Mental Thinking
- > People Skills
- > Win-Win Mindset

YOUR CHARACTER
Your primary greatness

- > Beliefs & Values
- > Effective Living
- > The Golden Rule

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PERSONALITY

- Skills**
What I can do
- Knowledge**
What I know
- Value**
What do I think is important?

CHARACTER

- Self-Image**
How do I see myself?
- My Traits**
What are my habits?
- My Motives**
What energises me?

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6. POSITIVE BELIEVING

- Is an attitude of confidence that comes with preparation
- Is more than positive thinking.
- Is having a reason to believe that positive thinking will work.
- How you think has a profound effect on your performance.
- Having a positive attitude without making the effort is nothing more than having a wishful dream.



7. GIVE MORE THAN YOU GET

- Always think in terms of giving added value whether to your clients, friends, spouse, parents or children.
- Whenever you do anything, ask yourself, "How can I add value to what I am doing?" or "How can I give more value to others?"



7. GIVE MORE THAN YOU GET

- The key to success can be summed up in four words "**and then some more**".
- Success is doing what is one supposed to do- and then do some more.
- Successful people can be counted on – and then some more.
- Successful people put in 100% and then some more



8. POWER OF PERSISTENCE

- PERSISTENCE means commitment and determination. There is pleasure in endurance.
- Commitment is a decision.
- Persistence is a decision. It is a commitment to finish what you started.
- Persistence comes from purpose.
- Life without purpose is drifting.
- A person who has no purpose will never persevere and will never be fulfilled.



9. PRIDE OF PERFORMANCE

- In today's world, pride in performance has fallen by the wayside, because it takes too much effort and hard work.
- Pride comes from within, which is what that gives you the winning edge.
- Pride of performance does not represent ego.
- It represents pleasure with humility.
- The quality of work and the quality of the worker is inseparable.
- Half hearted effort does not produce half results – it produces no result.





10. BE WILLING TO BE A STUDENT: GET A MENTOR

- A mentor is a person whose hindsight can become your foresight.
- Look for someone who can accept you as a student.
- Choose your mentor carefully.
- The best teacher will not give you something to drink, they will make you thirsty.
- They will put you in a path to seek answers.



Your Experience

What lies behind us and what lies before us are tiny matters compared to what lies within us.

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The 7 Habits of Highly Effective People
By: Stephen R. Covey

Private Victory


1. Be proactive
2. Begin with the end in mind
3. Put first things first

Public Victory

4. Think win/win
5. Seek first to understand, then to be understood
6. Synergise

Renewal

7. Sharpen the saw



The 7 Habits of Highly Ineffective People
By: John R. Covey (Adapted)

Private Failure


1. Be reactive: doubt yourself and blame others
2. Work without any clear end in mind
3. Do the urgent things first

Public Failure

4. Think win/lose
5. Seek first to be understood
6. If you can't win, compromise

Staying Down

7. Fear change and put off improvement





Success in life is not determined by **how** we are doing compared with others, but by **how** we doing compared to what we are capable of doing.



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In order for things to change for you..




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MASTERING YOUR 3A'S:
ATTITUDE, ABILITIES AND ACTION

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SUCCESS
is mastering the 3As



Attitude **Abilities** **Action**




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 **ATTITUDE**



Nothing worthwhile in life comes without struggle.

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 **ABILITIES**




Feed Your Brain
Knowledge is Power

If you think education is expensive, try ignorance. *Derek Bok*


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 **ACTION**

Bridging the Knowing and Doing Gap

 Its not knowing what to do.
It is doing what you know.

Never confuse movement with action.






Your Contract of Action

- I understand ...
- I believe ...
- I decide ...
- I feel...
- I will ...






Positive Believing



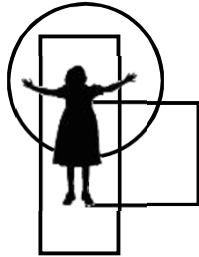
You already have
all the resources
you need -
within you!



Winners & Losers

Losers recognize their strengths, but focus on their weaknesses.

Winners recognize their limitations, but focus on their strength.



Do it Now!

"Do what you can, with what you have, at where you are"

Theodore Roosevelt





Thank You

Prof Dato' Dr Sheikh Omar Abdul Rahman
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