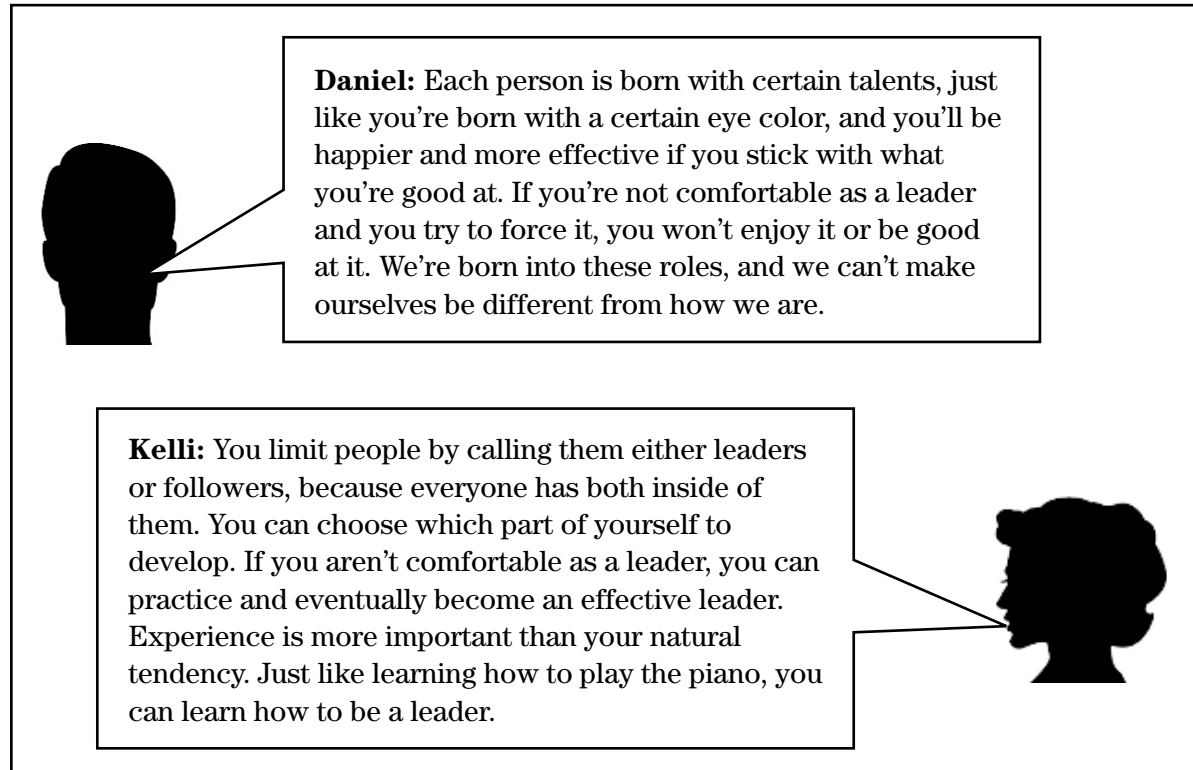


Chapter 11 Management Skills

Discovery Project Worksheet

Directions Managers plan, organize, and control human resources, technology, and materials. Of the many skills required of a manager, leadership is one of the most essential. Some people think leadership is a quality you either have or do not have; others think it is a skill you can develop. Read the views of two individuals about whether leaders are born or made, and answer the questions.



Daniel: Each person is born with certain talents, just like you're born with a certain eye color, and you'll be happier and more effective if you stick with what you're good at. If you're not comfortable as a leader and you try to force it, you won't enjoy it or be good at it. We're born into these roles, and we can't make ourselves be different from how we are.

Kelli: You limit people by calling them either leaders or followers, because everyone has both inside of them. You can choose which part of yourself to develop. If you aren't comfortable as a leader, you can practice and eventually become an effective leader. Experience is more important than your natural tendency. Just like learning how to play the piano, you can learn how to be a leader.

1. Which of these viewpoints do you agree with? Why?

2. Do you think Daniel and Kelli could both be right? Explain.

3. Name three leaders you believe were born, made, or both, and explain your reasoning.

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