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.

### The 6 Leadership Levers

1. **Business and Technical Acumen**  
   Your preference to be technically up-to-date and at the cutting edge of key business acumen.

2. **Inspire and Motivate Others**  
   Your preference for inspiring and motivating others to achieve goals and objectives.

3. **Focus on Results**  
   Your preference for doing everything possible to achieve goals and objectives.

4. **Clear Strategy and Vision**  
   Your preference to be involved in creating forward-thinking, strategic activities.

5. **Interpersonal Skills**  
   Your preference for building strong relationships, and creating positive interactions with others.

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

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.

**The Leverage Principal**

Work Less  
Earnings More

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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Based on Zenger Folkman survey data