

LEADERSHIP LESSONS FROM “THE GODFATHER”

- 1. Never hate your enemies:** It affects your judgment. When we allow hate to enter into our thinking, we block out any clear understanding of the problems and potential solutions.
- 2. Build authentic relationships by helping others:** Not because you expect something in return. Do favors for others.
- 3. Understand what the other side wants:** Make them an offer they can't refuse. We all tend to negotiate from our viewpoint, making our points more important than the other's. Negotiate from strength, not weakness.
- 4. Listen, and don't talk:** Never allow anyone from outside your inner circle to know exactly how you feel. Don't be emotional when learning something new. Stay calm and quiet.
- 5. Don't settle for the easiest path; find ways to win:** When Vito Corleone was in the hospital, his son Sonny told his council he wanted “no more advice on compromise; tell me how to win.” Make those you lead give you a clear cut resolution to a problem.
- 6. Observe:** When Vito's son Michael is attending his funeral, he watches those around him keenly and forms his opinions. He reads their body language, behaviors and movements. Watch everyone and understand the behaviors of those you lead.