

Leadership Methods Worksheet

Method:	Directive	Persuasive	Consulting	Democratic	Laissez-faire
In a word:	Commander	Salesperson	Coach	Friend	Non-leader
Who makes the decision?	Leader Group ← X →	Leader Group ← X →	Leader Group ←X →	Leader Group ← X →	Leader Group ← X →
Buy-in*?	Lots None ← X →	Lots None ← X →	Lots None ← X →	Lots None ← X →	Lots None ← X →
Pros					
Cons					
Situation where this works well	Emergency				
Effect on individuals in the group	May accomplish more than they thought they could. Demoralized? Does not develop or encourage the people.				

*Buy-in is basically the level of personal, heart-felt commitment an individual has. If they have no buy-in, they will leave as soon as they can. If they have great buy-in, they will stay through thick and thin.