

# *Developing the Leader Within You*

Answer the following questions.

## **Chapter 1**

1. It has been said that “Leaders are born, not made.” Would the author agree or disagree with this statement? Support your answer from the *Introduction*.

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2. List the five levels of Leadership discussed in chapter one.

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3. Why is positional leadership considered to be the lowest level of leadership?

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4. Who is a leader from your lifetime who has reached the leadership level of *Personhood*?

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**Chapter 2**

1. State the *Pareto Principle* and give an example of it working.

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2. Give the four classifications of tasks suggested by the author that will help with prioritizing.

## ***The E-Myth Revisited***

Answer the following questions.

### ***Forward and Chapter 1***

1. What sets people who are exceptionally good in business apart from the rest?

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2. What does Gerber mean by the phrase, *The E Myth*?

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3. What is meant by the term, *The Fatal Assumption*?

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### ***Chapter 2***

1. What do the *Fat Guy* and the *Skinny Guy* represent?

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2. Describe in one to three sentences each of following *entrepreneur, manager, and technician*.

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**Chapter 3 and 4**

1. What does a business in *Infancy* look like?

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2. When does *Infancy* end?

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3. What is meant by the phrase, *Management by Abdication*?

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