

BY LEADERSHIP WE
MEAN THE ART OF
GETTING SOMEONE ELSE
TO DO SOMETHING YOU
WANT DONE BECAUSE HE
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Dwight D. Eisenhower



Dwight D. Eisenhower's quote, "**By leadership we mean the art of getting someone else to do something you want done because he wants to do it,**" connects to the idea that real leadership creates commitment, not just compliance — people move because they believe in the goal and feel ownership, not because they're being pushed by authority.

How to apply it in practice:

- Start every assignment with the why ("*Here's what success changes for customers/the team.*")
- Offer choice of approach (define the outcome + constraints, let the person pick the method)
- Ask for their plan first: "*How would you tackle this? What support do you need?*"
- Publicly recognize initiative and ownership, not just results

Source:

Eisenhower, D. D. (1954, May 12). *Remarks at the Annual Conference of the Society for Personnel Administration*. Eisenhower Presidential Library, Museum & Boyhood Home.