It’s amazing to me how so many excellent leaders can have vision, goals, strategy and can be great teachers or persuaders for those to follow them. But so many leaders fail because they lack people skills.

Leadership involves relating to people. We must relate to those above us, beside us and below us at our workplace. It’s amazing to me how so many excellent leaders can have vision, goals, strategy and can be great teachers or persuaders for those to follow them. But so many leaders fail because they lack people skills. Many businesses and organizations fail and many leaders fall because they lack relationship skills!

As a leader or a potential leader, it’s essential that you develop skills with people to succeed over many years!

Many people think they want to be a leader, but they cannot persuade people to follow them. There are many reasons for this, but one big reason among them all is often associated with people skills!

If you can’t relate well to people, they won’t follow you!

THREE TRUTHS ABOUT PEOPLE

1. People are an organization’s most valuable resource.
   
   People = Staff, customer, vendors. If we are in business or leading an organization or church, people are our most valuable resource. Without them the leader can really do nothing!

2. A leader’s most important skill is skills with people.
   
   Therefore, it’s important for a leader to develop skills with people. There are certain skills that can enhance our relationship with people and the accomplishing of our vision.
If we understand the needs of people and we try to touch that need with our customers, vendors, staff or church members it will help us a lot to help them find success that will also bring us success.

3. We are interested in people, not just projects and products! The project or the product is not the only end goal – but how we can help people through our business, NGO or church is the goal.

TEN CHARACTERISTICS OF PEOPLE LEADERS MUST KNOW TO LEAD SUCCESSFULLY

1. People are insecure - we must give them confidence.

2. People like to feel special – we must honor them.

3. People look for a better future – we must give them hope.

4. People need to be understood – we must listen to them.

5. People lack direction – we must guide them.

6. People have needs – solve their needs before we ask them to do something for us.

7. People’s emotions fall – we must encourage them.

8. People want to succeed – we must help them win.

9. People desire relationships – we must provide a family.

10. People seek a model to follow – we must be a good example.

If we understand the needs of people and we try to touch that need with our customers, vendors, staff or church members it will help us a lot to help them find success that will also bring us success.
CONCLUSION

1. Put people first over programs.

2. Know the personal needs of those who work with you.

3. Love people and help them grow.

4. Be gentle and understanding.

QUESTIONS:

1. Who do you know in all of your relationships that has good people skills. What do you see in their life that you like and would like to follow their example?

2. From the list of ten people skills in this area, which do you lack and which do you need to develop?

3. What would you do if a customer came to you and complained about the service of your business?