Better Leadership Charisma in Five Steps by

Article published on May 20th 2012 | Networking

Leadership is an important part of any business in Malaysia. Let no one contradict that. This is the one task that can spell all the difference whether a company can succeed in itsÂ lead generationÂ task or not. The key term here is charisma. A charismatic leader can help motivate his employees to go further. Think about Bill Gates, Steve Jobs, Jack Welch, and Henry Ford. These people were able to inspire others to better heights. This is an important quality needed for those in the lead generation business, as they would need to keep inspiring their people to look for moreÂ B2B sales leads.

Â

While some pundits believe that charisma is in nature, not in nurture, being able to imbue yourself with some of its qualities is possible. Even you can be a charismatic leader in your organization. All you have to do is to follow these five steps:

Â

1.Do you know why?Â Being aware of why you want to be charismatic is the first step in becoming a charismatic leader. Your knowledge and understanding abut yourself, given the needs of your organization, will help shape you into the leader you want to be. Will you be one that leads yourÂ telemarketingÂ team in generating more sales leads? Or will you be one that exhorts others to go further in the race? It depends on how you judge yourself.

2.Are you comfortable with yourself?Â Being charismatic means getting people to believe in what you say. But to make others believe in you, you need to believe in yourself first. You cannot lead a group confidently if you yourself do not have the self-confidence to lead them. Your self will determine what kind of leader you want to be, and whether you have what it takes to be one.

3.Can you accept your body?Â This is more physical in nature, where your ability to lead people might be affected by the way you perceive your awn appearance. This means that you have to believe in yourself and in the appearance of your body. You also need to clean up your appearance. Despite the casual trend of businesses these days, you need to consider the fact that how you look will define how your people will take your leadership style.

4.Is there a mentor to guide you?Â There are obviously times where you cannot do everything on your own. This is also the same thing with being charismatic. You may not know how to be one. That is why it makes sense for you to look for someone to teach you how to be one. There are a lot of things that you can learn from a good mentor, so it pays to find one. There are many industry leaders and experts who can provide you with guidance.

5.Do you practice in a good place?Â Practice, practice, practice. That is one quality that charismatic leaders do. They practice their social skills in an appropriate environment. Perhaps in their homes, or maybe in the boardroom, these places can provide you with a good training ground from which to improve your skills on.

Â

Follow these steps and you will certainly be leading an expert lead generation team in no time.

Article Source:
http://www.articleside.com/networking-articles/better-leadership-charisma-in-five-steps.htm - Article Side

- About Author:
Jayden Chu helps companies in Malaysia and in other Asia Pacific countries increase their business revenue through lead generation and appointment setting services. He is a professional consultant for a telemarketing services. To find out how you can increase your business revenue, go to a http://www.callboxinc.com.my/

Article Keywords:
lead generation, telemarketing, sales leads, business leads, B2B sales leads

You can find more free articles on Article Side. Sign up today and share your knowledge to the community! It is completely FREE!