

Six Intellectual Properties of Leadership

If we were in a room of 100 people and the question, “What are the five senses of the human being?” was asked, nearly everyone in the room would name them correctly: seeing, hearing, smelling, tasting, and touching. However if the question were asked, “What are the six human intellectual senses or faculties of the mind?” very few people could name them. They are: **reason, memory, imagination, perception, will, and intuition**. In leadership, developing these mental factors will determine the level of your success.

Reason is the tool with which we think. Most people think 60,000 thoughts a day. The problem is that 98 percent of the thoughts we think today are the same thoughts we had yesterday. No real reasoning or thinking is going on. How do you expand your reasoning capacity? Like anything else, you use it. Start asking yourself questions about everything you do. How can I do this better? Why is this done this way? When would be a better time for me to do this? When a problem arises, force yourself to think up ten different ways to solve the problem and then choose the best solution.

Memory is an intellectual asset that you can develop. Expanding your memory’s capacity is a discipline that gives both personal and financial rewards. An expanded memory helps develop great people skills and facilitates individual accomplishments. You can expand your memory by using mnemonic devices, memorization techniques, and taking time to review materials so you can understand and remember them better.

Imagination is a powerful force that allows you to activate your creativity. Everything that has ever been made as a single unit or mass produced in a factory was first created in someone’s imagination. Imagination is the birthplace of all inventions, ambitions, and endeavors. What takes place in your mind will happen in time. Allow yourself to be a kid again and let your imagination run free.

Perception gives you the ability to look at something from different viewpoints. The more open-minded and creative you become, the better you can look at a situation from many angles. An increased ability to perceive a situation in a variety of ways will give you more awareness, discernment, and sensitivity to form a more accurate assessment before taking action.

Will gives you the ability to concentrate. Leadership is all about results. When you look at a situation and say, “I will do it,” a whole new resolve and determination kicks in. It’s a powerful energy that stirs motivation to complete a task above expectations.

Intuition, simply put, is a sense of knowing. Intuition allows you to have perception and insight to guide a project in the right direction. It gives you the ability to make effective decisions so that you avoid problems. It is a valuable ability that you can trust and use to increase productivity.

No one is born into this world as a five-star general, a United States President, or the Chief Executive Officer (CEO) of a Fortune 500 Corporation. They all started in diapers, just like you and I. Somewhere along the way they studied, practiced, mentored, and took on tasks that developed their leadership skills. It probably meant stepping out of their comfort zone and developing disciplines that ordinary people shy away from. As their experience grew, so did their confidence. They developed the qualities of being suitable for higher positions. Their capacity for greater leadership increased.

Leadership is about soul and mind, your internal make up. It is the development of your mental stamina to take a concept and transform it into a reality that benefits others, despite the negativity, resistance, and unforeseen obstacles. It is about raising your credibility, developing greater personal integrity and trust, your actions as opposed to your words. It is about having guts, the inner strength that is required to lead the charge into victory. It is about being fun, and communicating your vision to rally support. It is about passion, belief, and enthusiasm. It is about always doing what you know is the right thing to do for the profit of others. Developing greater leadership skills is a matter of increasing your capacity to benefit others.

We all lead in one form or another. Leadership is everyone's responsibility. It is for all ages. Men, women, and children all must take ownership of leadership. The greater you develop your capacity for leadership; the greater will be the success of your family, your business, and your community. We all possess some capacity for leadership, but only those who cultivate it will ever become truly effective leaders.

Here are a few basic attributes of a socially successful person:

- **Confidence** – They display confidence in themselves and successfully execute the projects they lead.
- **Friendliness** – They are friendly to everyone, not to just a select few, displaying a genuine sense of care and concern for others.
- **Appearance** – They make sure their hygiene, apparel, and proper body movement is always acceptable.
- **Trustworthy** – They can be depended upon both with personal exchanges and with projects.
- **Organized** – Their organizational skills are second nature and displayed in all activities.
- **Self-control** – They handle themselves well when emotional issues arise.
- **Acceptance** – They extend love and forgiveness to everyone—even difficult people and those that differ from them.
- **Fun** – They make life fun.
- **Space** – They respect other's privacy and choices.

John C. Maxwell's book entitled "Be a People Person."

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