

# Are you an Unconscious or Conscious Leader?

## Conscious Leaders put the greater good first—and still get it done

### The Unconscious Leader

- 1. Their power is externally based** on structure, position, rank, affiliations and the imagined trappings of power. Winning matters above all else.
- 2. They are frightened.** Unspoken fear drives them to seek the illusion of power. They live with the conditioned belief that their survival is always under threat, seeking security in power and influence as compensation.
- 3. At best they pretend to listen.** They hear words but are rarely touched by them. They are unaware of the authentic individual in themselves or others. They are threatened by difference.
- 4. They vacillate, give in to pressure, have no sense of the difference between substance and style, what is true, and what is false.** Expedience, personal power, self-preservation or blind commitment to the 'party line' drives their leadership style.
- 5. They promote themselves or invoke some external authority** – often with blind arrogance. They are focused on “being right and making others wrong.” They are self-absorbed and self-centered.
- 6. They live by second-guessing** – their own decisions and those of others. They do not access the original thinking and wisdom that lies within each human being.
- 7. They try to control life.** They will do whatever it takes to get what they feel they need to survive or further their cause.
- 8. They have little or no faith in the deeper intelligence behind life.** The illusions of control, power over others, and manipulation (in one form or another) are what they believe will work.
- 9. Their own insecurity governs their behavior.** Noble feelings are as absent in their leadership style as is loyalty.
- 10. They think that life is happening to them** – with no awareness that they are creating their own life.

### The Conscious Leader

- 1. They experience authentic power.** Their power is internally based. Their wisdom and common sense guides their decisions. Their innate self-confidence is recognized by others as the purest form of power.
- 2. They appear fearless.** Although they experience fear, as all people do, they are not governed by it and simply use it to channel their energy and effort.
- 3. They are extraordinary, active listeners.** They are curious about and listen deeply to others. They encourage those who have a different reality to express their views, fully and frankly. They are not threatened by that difference.
- 4. They are in integrity with their wisdom and common sense.** They are connected to their inner world, their deeper intelligence. They listen primarily to this inner authority—the source of wisdom within each of us. They effortlessly hold firm in the face of difficulty, even as others around them lose their bearings.
- 5. They are vanguards** – champions for the advancement of their colleagues, their community, for the greater good. They are courageous yet humble in sponsoring what they see will assist their stakeholders.
- 6. They are not blind followers.** They don't “tow the party line,” making independent decisions, maintaining their integrity even when pressured to vote with the in-crowd, while relying for guidance on accumulated wisdom and common sense.
- 7. They have faith that life presents what is required for fulfillment.** They are flexible, resilient, patient, secure in knowing that what is needed will be at hand.
- 8. They have faith** – in themselves, in their colleagues, in humanity. And beyond themselves, they have faith in life itself.
- 9. They personify loyalty.** Even when practical realities demand they make difficult decisions, including personnel decisions, they do so from integrity and conscience.
- 10. They are awake to life.** They understand that all their experience is created from within their own mind, moment to moment and rejoice in life as an ever-unfolding creative process.

Excerpts from a paper by John Wood, Perth Australia