

LEADERSHIP 103 - Lesson #1  
OVERVIEW OF THE 5 LEVELS OF LEADERSHIP



**I. INTRODUCTION TO LEADERSHIP**

**A. LEADERSHIP IS A \_\_\_\_\_ NOT A POSITION.**

**Psalm 78:71-72 TPT** God prepared David and took this gentle shepherd-king and presented him before the people as the one who would love and care for them with integrity, a pure heart, and the anointing to lead Israel, his holy inheritance.

**B. MANAGEMENT AND LEADERSHIP ARE NOT THE SAME THING.**

1. *MANAGERS* - managers maintain the status quo. The goal of a manager is to keep things the same.
2. *LEADERS* - leaders create change and facilitate growth. Leaders know that if things stay the same, there won't be any growth. Leaders have the ability to influence people to move from point A to point B.

\*Note: \_\_\_\_\_  
\_\_\_\_\_

**II. INTRODUCTION TO FIVE LEVELS OF LEADERSHIP**

**A. LEVEL 1 \_\_\_\_\_ - is the \_\_\_\_\_ level.** Position is the lowest level of leadership. Position is the only level that does not require ability and effort to achieve because anyone can be appointed to a position.

➤ **4 INSIGHTS ABOUT POSITIONAL LEADERSHIP**

1. *THIS LEVEL OF LEADERSHIP IS BASED ON RIGHTS GRANTED BY THE POSITION OR TITLE.*
  - a. Positional leaders rely on rules, regulations, policies, and organizational charts to control the people.
2. *THE ONLY INFLUENCE A "POSITIONAL LEADER" HAS IS THEIR JOB TITLE.*
3. *PEOPLE FOLLOW BECAUSE THEY HAVE TO.*
  - a. Remember position is a poor substitute to influence. People will usually do only what is required of them. When positional leaders ask for extra effort or time, they rarely get it.
  - b. **INFLUENCE:** the capacity or power of a person to be a \_\_\_\_\_ on the actions, behavior and opinions of others.
4. *INDIVIDUALS THAT ONLY MAKE IT to LEVEL (1) MAY BE BOSSES BUT NEVER LEADERS.*

\*Note: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**B. LEVEL 2 \_\_\_\_\_ - This level is based entirely on \_\_\_\_\_. At the permission level people follow because they want to, and they like the leader.**

**Hebrews 10:24-25 NLT** Let us think of ways to motivate one another to acts of love and good works. <sup>25</sup> And let us not neglect our meeting together, as some people do, but encourage one another, especially now that the day of his return is drawing near.

➤ **3 INSIGHTS ABOUT PERMISSION LEADERSHIP**

1. *IN ORDER TO GRADUATE TO THIS LEVEL, WE MUST LIKE PEOPLE AND TREAT THEM AS INDIVIDUALS WHO HAVE VALUE.*  
"You can like people without leading them, but you cannot lead people without liking them."
2. *IN ORDER TO OPERATE AT THIS LEVEL, WE MUST EARN THEIR TRUST.*

3. *THE GOAL OF A LEADER AT THIS LEVEL IS TO GET TO KNOW THEIR PEOPLE AND FIGURE OUT HOW TO GET ALONG WITH OTHERS.*

\*Note: \_\_\_\_\_  
\_\_\_\_\_

- C. **LEVEL 3** \_\_\_\_\_ - This level is based on \_\_\_\_\_. Good leaders don't just create pleasant work environments and get along well with others, they get things done.

**John 15:16 NLT** "... I chose you. I appointed you to go and produce lasting fruit, so that the Father will give you whatever you ask for, using my name."

➤ **2 INSIGHTS ABOUT PRODUCTION LEADERSHIP.**

1. *PEOPLE BEGIN TO FOLLOW THE LEADER BECAUSE OF WHAT THEY HAVE DONE/ACCOMPLISHED FOR THE ORGANIZATION.*

\* Note: \_\_\_\_\_  
\_\_\_\_\_

2. *POSITIVE THINGS THAT HAPPEN AT THIS LEVEL:*

- |                            |                            |
|----------------------------|----------------------------|
| a. Work gets done.         | d. Turn over goes down.    |
| b. Morale improves.        | e. Goals are accomplished. |
| c. Growth of the achieved. | f. Momentum kicks in.      |

- D. **LEVEL 4** \_\_\_\_\_ - The result of this level is \_\_\_\_\_. Leaders learn to reproduce themselves. Production may win games but people development wins championships.

**Philippians 2:3-4 NKJV** Let nothing be done through selfish ambition or conceit, but in lowliness of mind let each esteem others better than himself. <sup>4</sup> Let each of you look out not only for his own interests, but also for the interests of others.

**2 INSIGHTS ON PEOPLE DEVELOPMENT LEADERS.**

1. *THE LEADER AT THIS LEVEL USES THEIR POSITION, RELATIONSHIPS AND PRODUCTION TO INFLUENCE THEIR FOLLOWERS TO BECOME LEADERS IN THEIR OWN RIGHTS.*
2. *AT THIS LEVEL LEADERS CHANGE THE LIVES OF THE PEOPLE THEY LEAD FOREVER.*

\* Note: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- E. **LEVEL 5** \_\_\_\_\_ - At this level, leaders develop leaders to become level four leaders. In short, leaders that reproduce leaders. \_\_\_\_\_.

**Genesis 35:11 NASB** God also said to him, "I am God Almighty; Be fruitful and multiply; A nation and a multitude of nations shall come from you,

➤ **2 INSIGHTS OF A PINNACLE LEADER.**

1. *DEVELOPING LEADERS THAT ARE ABLE TO DEVELOP OTHER LEADERS IS A DIFFICULT LEADERSHIP TASK.*

\* Note: It's difficult because it takes so much more work and time than just simply leading followers.

2. *AT THIS LEVEL PEOPLE FOLLOW BECAUSE OF THE LEADER'S REPUTATION.*

\* Note: \_\_\_\_\_  
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