

# The Intangibles of Leadership

## 10 Qualities of Superior Executive Performance

1. **Wisdom**  
*Reflection and perspective allow wisdom to rise to the surface.*
2. **Will**  
*Be accountable for your own luck. Will success to occur.*
3. **Executive Maturity**  
*Master your emotional reactions, and use them to influence others.*
4. **Integrity**  
*Do the right thing, be consistent about it, and lead with your values.*
5. **Social Judgment**  
*Understand people as a means of leading them.*
6. **Presence**  
*Think, act, and speak like the executive you want to be.*
7. **Self-insight**  
*Figure out what makes you tick. It's the only way you'll get better.*
8. **Self-efficacy**  
*Believe you can do more than you have the ability to do, and you will.*
9. **Fortitude**  
*Your destiny is determined largely by how you confront challenges.*
10. **Fallibility**  
*Influence others by showing that you don't have all the answers.*

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