



**US COMPLIANCE**

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# LEAD THE WAY

## “A PROPORTIONAL RESPONSE”

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In the television series, “West Wing,” there is an incredibly powerful display of leadership as the Chief of Staff, Leo has a sobering conversation with the acting president, President Bartlett. To counter-act a military move by a foreign evil, President Bartlett wants to blanket bomb an entire country. He has allowed his personal feelings and convictions to blind him to a truth about great leadership which Leo has to remind him, many times as leaders our response needs to be “A Proportional Response.”

Upon being scolded, the president asks, “What’s the virtue of the Proportional Response?” Admiral Fitzwallace, the Chairman of the Joint Chiefs quickly responds, “It isn’t virtuous, Mr President. It’s all there is. Anything else would be seen as a staggering over-reaction.” Great leaders are never accused of such a response! Unfortunately, many leaders today who lead from a hierarchy of one, are guilty of “carpet bombing” the inadequacies in people, let alone in leadership. They speak of corporate culture, yet the world sees their displays as non-virtuous and incredible overreactions.

Playing a key part in this all out assault, is the role of the leaders themselves. Remember, leadership is an art of influencing, motivating, inspiring, and transforming people towards achieving organizational goals. The leader is the most important element in leadership. Many leaders have become so intoxicated with hearing themselves speak that the content is nothing less than leadership shrapnel. The days and times in which we live, not only suggests, but demands we have leaders who will rise to the challenge and treat people with the appropriate responses necessary to thrive.

So what are the proportional responses that we must become passionate about as leaders who want to create cultural architects, leaders of distinction and virtue--heroes--and not just people who do good or are PC? What are the over-reactions that the world has thrown back in our leadership faces? How can we create within four decades of diversity in the workforce a place where mystery and creativity flourish? How do we capture the essence once again of what it truly means to be a hero?

Let’s demand more of our leaders, especially ourselves! Let’s meet these challenging times with the courage and integrity of not overreacting because the times are hard. Let’s show forth great character in affirming the greatness in our people. We’re discovering new meanings daily of what heroism truly is, and it’s not the capes we grew up watching. The answer to this diabolical complex simplicity is to become a servant leader! Put others and their needs before our own. Think about the Greater Good and be willing to put my agenda aside to promote the well-being and greatness of another! We’re at a time in our culture where “It’s all there is!”