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**What Makes A Good Leader? Ask Uncle Sam**

**By Tim Knox**

What do the major generals who are leading the war efforts in Iraq have in common with executives and entrepreneurs who are conducting business back home? When it comes to leadership, the answer is probably a lot more than you think.

In a recent study conducted by the Army War College, subordinates of the major generals who are leading the war efforts in Iraq were asked to rate the performance of their superiors.

The survey revealed that the best leaders:

- \* Keep cool under pressure
- \* Clearly explains the missions, sets standards and priorities
- \* See the big picture; provides context and perspective
- \* Make tough, sound decisions on time
- \* Adapt quickly to new situations; can handle bad news
- \* Give useful feedback; sets a high ethical tone
- \* Are positive, encouraging and realistically optimistic

According to retired Gen. Walter Ulmer, coauthor of the study, "The study showed that even when tactical and technical competences are excellent, interpersonal skills are critical."

What's that? People skills are critical in fighting a war? General Patton must be spinning in his four-star grave.

## What Makes A Good Leader? Ask Uncle Sam

According to Ulmer the survey revealed that it is easier to teach technical skills than to teach people how to gain trust and build teams. In other words, trained tacticians are important, but the worth of a true leader may best be measured by how he leads, motivates, and treats his troops.

The study further showed that many key behaviors these generals exhibit were learned by example. Their former superiors displayed people skills and whether intended or not, taught those skills to their subordinates. This means that good leaders produced good leaders. I'm sure the flipside is just as true. Bad leaders often produce the next generation of bad leaders. We see it in business everyday. The recent rash of corporate scandals didn't just involve the bad guys at the top. They often involved subordinate executives who were following the leader's example and carrying out his not-so honorable plans.

Not surprisingly, the same traits found in the generals leading the effort in Iraq are the same traits found in many successful executives and entrepreneurs.

**Keeps cool under pressure** Contrary to what many believe, being an entrepreneur is not always a walk in the park. There is constant pressure coming from many fronts. Pressure to make a sale, to meet payroll, to keep the doors open, to keep the employees in line, and on and on. The best entrepreneurs learn to thrive under pressure. Pressure becomes a motivator, not a detractor.

**Clearly explains missions, sets the standards and priorities** Successful entrepreneurs understand that the organization runs smoother, better, faster if everyone is on the same page. A good leader makes sure his subordinates understand the mission at hand. He makes sure that everyone understands the expectations, goals and objectives. He shares his vision and lays out the plan of attack.

**Sees the big picture; provides context and perspective** Many executives and entrepreneurs can not see beyond the edge of their desk. Great leaders not only see the big picture, they make sure their team sees it, as well. They share their vision and perspective for the long haul, not just the battle being waged today.

**Makes tough, sound decisions on time** One trait of the successful entrepreneur is the ability to make decisions soundly and quickly. You must weigh your options and choose a direction with minimal consideration time. Procrastination has no place in battle or in business. Procrastinating entrepreneurs will quickly become someone else's procrastinating employees.

**Adapts quickly to new situations; can handle bad news** In business some days are diamonds and some days are coal. Successful entrepreneurs are prepared to deal with the day no matter what it brings. They do not stick their heads in the sand and wait for the bad news to go away.

**Gives useful feedback; sets a high ethical tone** A good leader listens more than he speaks. He takes input from the team and makes decisions based on that input and his own expertise. He sets the example that he expects his team to follow.

**Is positive, encouraging and realistically optimistic** A good leader never lets his team see him sweat. He does not broadcast his negativity because he knows negativity is contagious and will spread faster

than the plague. A good leader encourages his team to perform no matter the odds. He is the positive force that keeps everyone motivated to win.

Every entrepreneur should take a lesson from these generals, as should every corporate executive. I'm sure it would cut down on the time many of them are now spending in the stockade.

Here's to your success!

Tim Knox

Tim serves as the president and CEO of three successful technology companies and is the founder of DropshipWholesale.net, an online organization dedicated to the success of online and eBay entrepreneurs. Related Links:

<http://www.prosperityandprofits.com>

<http://www.smallbusinessqa.com>

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## **"Why Do They Hate Us?"**

**By Arthur Zulu**

### **"Why Do They Hate Us? by Arthur Zulu**

That was the question on the lips of all Americans when Uncle Sam's country saw "hell fire" on September 11, 2001. Uncle Sam was surprised beyond measure because he thinks that his country has done so much for the world. He counts American's contribution on his fingers: champion of free speech, and fundamental human rights, exporter of democracy, giver of food and financial aids, and this new rolefighter of terroriststo make the world a safe place to live. So, why do they hate us? Asks Uncle Sam.

And in order to find out the answer to this troubling question, he goes to sample people's opinion on America. And the answers he gets surprise him.

In Africa, he was told that he has not even started. The Africans told him that the food grains he was shipping to them were poisonous. They even said that the help is politically motivated, for the food was sent to the countries of dictators who are chasing white farmers all over the place. So they said Uncle Sam was only trying to demonize these heads of state, while playing the Santa Claus. When he reminded them about the money that America has invested in fighting diseases in Africa, he was booed. For they say that it was like a drop in the ocean, saying that the continent is used for experimenting dangerous AIDS vaccines. Even the economic package, called the African Growth and Opportunity Act, was dubbed a selfish initiative that would benefit only the Americans.

## What Makes A Good Leader? Ask Uncle Sam

So, Uncle Sam left the African continent. Not that he was annoyed. But he felt that these "uneducated" Africans didn't understand things. Or they were ungrateful.

His next stop was South East Asia. But he was similarly surprised to learn that these Asians were saying that Uncle Sam was not paying close attention to the political development of these lands. The Philipians didn't even like his full control of the war against the fundamentalists in their country. He couldn't understand these Asians. Perhaps, they didn't want another Vietnam.

Uncle Sam therefore, heads to Russia in his search to the question: Why do they hate us? But the Russians were even more resentful. Because they blame him for the break-up of the former Soviet Union saying that America tricked Mikail Gorbachev then president, to introduce glassnot and perestroika, which eventually led to the fall of the super power. The Russians were particularly unhappy that Uncle Sam is now the only world's super power. And they wished that China would challenge America. After all, very soon, the Emperor`s country would be the first nation to take man to Mars. When Uncle Sam peeped across to Russia's neighbor, Chechnya and asks if he was welcome, they pointedly said no. Because America turned a blind eye as Russia pounded away at separatists in Chechnya. Who is then America's friend? Uncle Sam wondered.

He goes to the Middle East to find out why they hate America. And his ears were full. He was told how Israel gunned down the Palestians in their thousands and dug a trench around their beloved Yasser

Arafat, while Uncle Sam looked away. And now America has sworn to bomb Iraq and negotiate with North Korea, even when the former says that they do not have dangerous weapons, while the latter is daring to strike America! (the definition of double standards). And to think that there are many nations possessing nuclear weapons, and even threatening to use them against each other. (Ask India and Pakistan) .And no one is talking of disarming them. (In fact the Arabs say that the UN should disarm America).

Uncle Sam than goes to Europe to meet his traditional friends. But it was like ALICE IN WONDERLAND. Because even these reject him. For France and Germany (even Germany) say that Uncle Sam is flaunting himself all over the place, and that they would not allow him to lord over them. Hearing this, Uncle Sam ran a great run to the Americas, his territory.

Now, when he asked to know if his neighbors love him, they answered in the negative. They say that America's financial aid is selfish because it is using it to perpetuate its political and economic interests. After all, Uncle Sam sees all the dictators in South America and does nothing. They said that America is fighting the drug war in Latin America in order to provide safe haven for Uncle Sam.

So, what would Uncle Sam do to please the world? Solve the world's political, economic, and social problems. Listen to the world. And never do a thing that would make the world to march against America.

Uncle Sam sat down and meditated, at the end of his great quest on why they hate us, and wondered how he would be able to solve the world's multifaceted problems. And for inspiration, he remembers the Star-Spangled Banner, and the song: God bless America. And he rose to his feet and smiled,

determined to banish September 11's.

May God Bless America!

ARTHUR ZULU, the Most Controversial Writer in the World, is the author of the best-selling book HOW TO WRITE A BEST-SELLER. For your copy and free excerpt, click on <http://www.1stbooks.com/bookview/10975>.

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