

Law Firm Leadership: Maxwell's 21 Indispensable Qualities of a Leader

By [Jim Cranston](#) on October 15, 2015

I typed "leadership books" into the search engine on Amazon's website. What would you guess? 1,000? 20,000? 50,000 different books on leadership? The number exceeded 170,000! I didn't bother to look at them all . . . and you probably won't either. But if you're a current or aspiring law firm leader, I would certainly recommend John C. Maxwell's [**The 21 Indispensable Qualities of a Leader**](#). If you're like me, and you're wondering what the 21 qualities are because you can't wait for the UPS truck to arrive in two days, I've listed all 21 below.

1. Character – Be a Piece of the Rock
2. Charisma – The First Impression Can Seal the Deal
3. Commitment – It Separates Doers from Dreamers
4. Communication – Without It You Travel Alone
5. Competence – If You Build It, They Will Come
6. Courage – One Person with Courage is a Majority
7. Discernment – Put an End to Unsolved Mysteries
8. Focus – The Sharper It Is, the Sharper You Are
9. Generosity – Your Candle Loses Nothing When It Lights Another
10. Initiative – You Won't Leave Home Without It
11. Listening – To Connect with Their Hearts, Using Your Ears
12. Passion – Take This Life and Love It
13. Positive attitude – If You Believe You Can, You Can
14. Problem-solving – You Can't Let Your Problems Be a Problem
15. Relationships – If You Get Along, They'll Go Along
16. Responsibility – If You Won't Carry the Ball, You Can't Lead the Team
17. Security – Competence Never Compensates for Insecurity
18. Self-discipline – The Person You Lead Is You
19. Servanthood – To Get Ahead, Put Others First
20. Teachability – To Keep Leading, Keep Learning
21. Vision – You Can Seize Only What You Can See

Perhaps a good leadership aspirational checklist for all of us.