

21.18: Discussion- How Great Leaders Inspire Action

General Discussion Instructions

You are required to post to this discussion **THREE TIMES**, on **THREE DIFFERENT DAYS**. Please refer to the Discussion Grading Rubric for details regarding how your performance will be assessed. **NOTE:** Please be certain to read the entire discussion assignment since in some cases there is more than one question you need to discuss, respond to, or address. Be sure that you have answered the entire question!

Post 1: Initial Post

This posting should be a minimum of one short paragraph and a maximum of two paragraphs. Word totals for this post should be in the 100–200-word range. Whether you agree or disagree, explain why with supporting evidence and concepts from the readings or a related experience. Include a reference, link, or citation when appropriate.

Preparation

This discussion is based on a TED Talk by Simon Sinek, as well as drawing on readings from the management module. Fascinated by leaders with the capacity to inspire and have an impact in the world, Sinek has discovered some remarkable patterns in how these leaders think, act, and communicate. He wrote *Start With Why: How Great Leaders Inspire Everyone to Take Action* to explore the idea of the “golden circle,” which is what he calls “a naturally occurring pattern, grounded in the biology of human decision-making, that explains why we are inspired by some people, leaders, messages, and organizations over others.”

Watch Sinek’s TED Talk, below:



You can [access the transcript for “Simon Sinek: How great leaders inspire action” on the TED website \(opens in new window\)](#) or the [text alternative for “Simon Sinek: How Great Leaders Inspire Action” \(opens in new window\)](#).

For Discussion

1. Select the portion of Sinek’s TED Talk that made the greatest impact on you *personally* as you listened. You can read the transcript to find his exact words and make sure you capture his message. Why did you select this portion?
2. Thinking about what you learned from the readings in this module, answer the following question: How important is it for managers and leaders in business to understand Sinek’s concluding statement, below?

Because there are leaders and there are those who lead. Leaders hold a position of power or authority, but those who lead inspire us. Whether they’re individuals or organizations, we follow those who lead, not because we have to, but because we want to. We follow those who lead, not for them, but for ourselves.

Posts 2 and 3: Respond to Classmates’ Posts

Instructions

After you have created your initial post, look over the discussion posts of your classmates and give at least two thoughtful responses to two different classmates (one per classmate) as outlined in the Discussion Grading Rubric.

A response posting should be a minimum of one short paragraph. Word totals for these posts should be in the 75–100-word range. Whether you agree or disagree, explain why with supporting evidence and concepts from the readings or a related experience. Include a reference, link, or citation when appropriate. The goal of your response posts is to extend discussions already taking place or pose new possibilities or opinions not previously voiced. Your goal should be to motivate the group discussion and present a creative approach to the topic.

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