



turning managers into leaders

Merge's all -time favourite quotes

Motivation comes from the Significant Principle: everyone wants what he or she does to be Significant. Make it true, and make them believe it.

– *Tom Oliver, Exec. VP, Federal Express*

Management is what you do. Leadership is how you do it.

– *Merge Gupta-Sunderji*

We must be the change we wish to see in the world.

– *Mahatma Gandhi*

A leader is best when people barely know that he exists. When his work is done, his aim fulfilled, they will all say, "We did it ourselves".

– *Lao-tsu*

Leadership is a verb, not a noun.

– *Bill Gore, Founder, W.L. Gore & Associates*

Management is efficiency in climbing the ladder of success. Leadership is determining whether the ladder is leaning against the right wall.

– *Stephen Covey in The 7 Habits of Highly Effective People*

Leaders set the example for open communication. Use their heads. Say what they feel. Speak from their heart.

– *Jefrey Gitomer*

The definition of insanity: doing the same thing over and over again, but expecting a different outcome.

– *Sigmund Freud*

If you want to influence, persuade, or motivate people, you have to make emotional contact with them.

– *Bert Decker*

If you will invest 3% of your annual income on your own self-development, you will never want for money.

– *Brian Tracy in The Psychology of Achievement*