

# A Leadership Test, Mo

BY JOSEPH SCIULLI

**S**earch Google for the terms “leadership” and “followership,” and the results are just a bit lopsided:

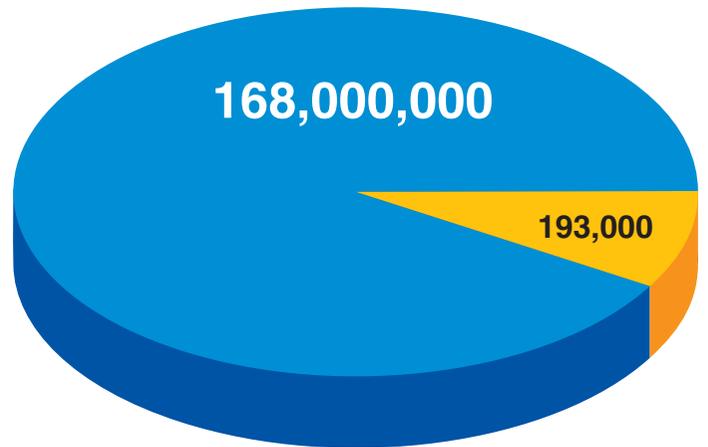
Evidently, there’s a lot more money in leading than following – or at least in writing about it – since leadership references outnumber followership references by a mere 870 to 1!

Perhaps the disparity is rooted deep in the American psyche. Americans are supposed to lead, not follow. From the Pilgrims, to the Founding Fathers, to today’s business world, the premium has always been on leading. “Following” suffers from a bad connotation – sometimes justly, sometimes unjustly (but that’s another article).

So for the 168th million and first time, let’s ask the age-old question: What is it, more or less, that makes a good leader?

One day when he was recovering from chemotherapy, I asked my father that same question: What made him a good leader – a good supervisor?

A strong, tough man who supervised other strong, tough men who built and erected smokestacks, he said it was because he knew more than anybody else and wasn’t afraid to make a decision. That’s good advice, and a good place to start when



exploring leadership. But, “Knowledge without justice ought to be called cunning rather than wisdom,” or so said Plato. Those who knew my father said he could talk equally well with people at any level; he cared for the safety of his men, and was respected for his dealings with them.



**Complete trust**—that’s what customers place in your company when they leave their cars with your parking valet or in your garage. And you reward their trust with expert, professional service.

*trust* → *rewarded*

At Alliant Insurance Services, where we’re known for our specialty- insurance programs we reward our clients’ trust, too. We have a division that serves parking companies exclusively. It’s led by one of the most experienced and knowledgeable brokers in this area—Kathy Phillips, who represents specialty insurance programs for all kind of parking operations.

So call us today, toll-free, at **1-866-805-7275, ext. 775**, and see why we deserve your trust.

**Alliant**

Lic. 0C36861

Specialty Insurance for Parking Companies  
Kathy Phillips, CIC, First Vice President  
kphillips@alliantinsurance.com

Thousand Oaks Office • (805) 777-4775  
325 E. Hillcrest Dr., Ste. 250  
Thousand Oaks, CA 91360-7791

PT

# More or Less

Using that theme as a springboard, here's a quick leadership test - more or less. It's intended to serve as a self-critique for anybody who has to deal with employees, co-workers, customers, vendors, superiors... yes, it's a self-critique for all of us on the way we treat others - especially when the going gets tough.

## A Leadership Test, or Self-Critique

After dealing with you in situations that might be subject to pressure, stress, disagreement, interruption, differences of opinion, etc., do people usually come away feeling:

- more - or less - appreciated as an employee, co-worker, customer, etc.?
- more - or less - that they were treated fairly?
- more - or less - focused on what they need to do?
- more - or less - respected as a person?

OR, do they come away feeling, more or less, ignored, mistreated, confused, angry, frustrated, "dissed" - in short, that they were not respected as a person, employee, customer, etc.?

As we begin 2007, may we all strive to improve our dealings with those whom we've been given the privilege - and the challenge - of encountering on a daily basis. That's a test we all should want to pass, whether we're leading or following.

Joseph P. Sculli is Vice President and Senior Operations Consultant of CHANCE Management Advisors Inc. He can be reached at [joseph.sculli@chancemanagement.com](mailto:joseph.sculli@chancemanagement.com).

PT

## Gates Group and Babcock & Brown in Joint Venture

The Gates Group and Babcock & Brown, the international investment and advisory firm, have formed a joint venture entity, Babcock & Brown Gates Parking Investments (BBGPI) to acquire parking management businesses throughout North America.

Coinciding with the establishment of the joint venture, BBGPI announced its first investment with Babcock & Brown and its affiliated funds contributing debt and equity capital to a recapitalization of Imperial Parking Corp. (Impark), the largest parking operator in Canada and one of the three largest in North America. Terms of the transaction were not disclosed.

Impark, headquartered in Vancouver, British Columbia, Canada, currently leases or manages in excess of 1,900 parking locations consisting of in excess of 480,000 parking spaces in more than 30 markets throughout Canada and the United States.



When it comes to Security, have you been headed the wrong way down a one-way street?



The Road to High Security Stops Here!

Secure Your Revenues With ABLOY® Maximum Security Locks!

Test the ABLOY® Solution for FREE!

1 800 367 4598  
ABLOY Security, Inc.  
[www.abloyusa.com](http://www.abloyusa.com)  
[info@abloyusa.com](mailto:info@abloyusa.com)

An ASSA ABLOY Group company

ASSA ABLOY