

Lead Without A Rope

Excerpt from *Leading Without A Rope* by Ivy Meadors

“Leadership is taking people to a place that they would not normally go to on their own and willingly follow.” (unknown)

“So many of the problems that horses have are the direct result of being confused by riders who are confused themselves. The horse cannot know what is expected of him unless, and until, the rider understands how the horse needs to have information presented to him so he understands what he is expected to do. Actually, this is good news because most horses--if they could only understand what you want--will do whatever is right, up to the limit of their physical capacity.”

“No matter what you do with your horse, you can teach him things that will help you prepare your horse for a future that combines his respect for you and his responsiveness to you.”

True Horsemanship Through Feel – Bill Dorrance

True Leadership Through Feel

I have found that successfully teaching my horses, using horse whispering techniques, is about gaining their trust and respect. It is about using the forces of energy of pressure and release. They will do what I ask willingly and with enthusiasm when I provide them clear directions and offer the assurance that I want them to succeed, as long as I don't ask them to do something that will hurt them or cause them to fear there is danger. They understand this through feel, touch, and limited verbal communications. If there is pressure they will resist and go away from it. If there is a release from the pressure, they will follow.

Once I have given them a clear definition of what I want done, I offer them the lead without any pressure from a rope or whip. A horse will give to you willingly and do their very best if they know you appreciate their effort and will reward them for their accomplishments. They are not punished for failure, but instead, only rewarded when they succeed at accomplishing the desired request.

People will willingly follow a leader if they have a clear understanding of what needs to be accomplished and are offered the opportunity to perform without pressure. They need to feel confident that they will be afforded the chance to make mistakes without serious reprimand. Once they realize success, they want to be appreciated for their effort and encouraged to perform at this level again.

Extraordinary leaders do not need to control others and pressure them. They need to instead help people feel confident that they, the leader, understands what needs to be done and will provide the necessary support, direction, and guidance. Control is an attempt to lead using a rope and whip, and people will shy away from this sort of domination. When they feel the release of the pressure but combined with clear instructions, they will respond more favorably.

When you sense discomfort from a person after asking them to do a task, offering them reassurances will make them feel more encouraged. It is important to be able to “feel” their fear and offer them these reassurances. You must “hear” the unspoken words.

Connecting to People Through Behavioral Understanding

One of the most impressive arguments made in the book *Primal Leadership: Realizing the Power of Emotional Intelligence*, concerns the importance of emotional resonance, the ability of an individual to sense and respond to the feelings of another. As in horse whispering, it is not about people dominating by forcing an agenda upon another but instead, it is about people who have chosen to cultivate their emotional intelligence, moving between various styles of leadership without sacrificing the essential connection that binds others to them.

Understanding people's behavioral styles and adjusting your own to make the best connection with them will garner great success in achieving the desired end goal. It is unrealistic to ask someone to change their beliefs and values, and in many cases, their behavioral styles to align with your own, though it is often the case where someone will ask another to change to be more like oneself.

A leader must adjust their own styles to gain the greatest success in leading people. By modifying your own behavior, you can gain trust, respect and appreciation from those you lead.

Many people have an innate fear of failure. By demonstrating your willingness to help others succeed, using emotional intelligence to connect with them, as well as positive energy levels using no, pressure will garner the highest of possible results.

People will gladly go to a place that they would not normally go to on their own and willingly follow, as long as they are afforded the opportunity to succeed eliminating the fear of failure, be appreciated for their efforts and be recognized for their success.

Ivy Meadors
Speaker, Writer, Consultant
High Tech High Touch Solutions, Inc.
425-398-9292

Email: solutions4u@hthts.com

Websites:

www.hthts.com

www.ivymeadors.com