



EXECUTIVE  SUMMARY
SERIES

THE NUTSHELL OF
HIGH ROAD LEADERSHIP

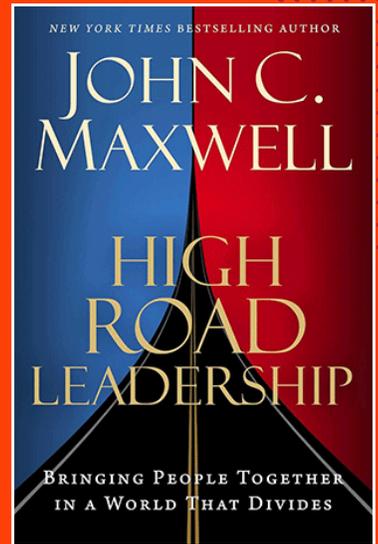
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Chapter One: Bring People Together

I believe leaders choose one of three paths: the low road, the middle road, or the high road. Whereas the middle and low road leaders are me-first, the high road leader is others-first. High-road people intentionally give first without worrying about receiving anything back. They want to keep the balance in the *other* person's favor because they know it makes the world a better place. There's no telling what you might be able to accomplish if you travel the high road.

Chapter Two: Value All People

If you want to become the best leader you can be, you need to learn how to lead people on the high road. How can you do that? Start by valuing all people. Embrace the value of *all* people. That is the start of everything. If you don't accept and embrace the idea that all people have value and deserve to be treated with dignity, you will always struggle with your leadership. And it will be impossible for you to be a high-road leader.



ABOUT THE
AUTHOR

John C. Maxwell is a leader, speaker and author who has sold over thirty-six million books

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Chapter Three: Acknowledge Your Humanness

High-road leaders are aware of their humanness. When you're aware of your humanness and you acknowledge you don't know all the answers, you listen to yourself and others. You better understand yourself and others. You develop empathy for yourself and others and care for them. And you are better able to lead yourself and others on the high road.

Chapter Four: Do the Right Thing for the Right Reasons

The most important question leaders can ask themselves is: *Why do I want to lead others?* If you want to be a high-road leader, every time you prepare to make a decision or take action, check your motives. Ask yourself why you're doing what you're doing. If you try to do the right things for the right reasons every time, you'll always be able to live with yourself, people will trust you, and you'll have an ongoing positive influence with others.

Chapter Five: Give More Than You Take

Are you *giving* more than you *take*? I know plenty of successful people who are unhappy, but I have never met a generous person who was unhappy. How can you add value to people? What do you have to give that will help others, bless them, show them they matter, and help them get ahead? As a high-road leader we can give of our talent, our time, our opportunities, our experiences, our connections, and our money.

Chapter Six: Develop Emotional Capacity

The essence of high-road leadership is serving people and giving your best to them. That's possible only

if you have something to give and you possess the capacity to give it. The less emotional baggage you carry, the further you will be able to go. The more you focus on what really matters and let other things go, the less distracted you will be from your greater purpose. The more you work on your emotional capacity, the more resilient you will be.

Chapter Seven: Place People Above Your Own Agenda

At what point does an agenda, a vision, or a cause become more important than people? My answer is *never*. People are always of the highest value. Low-road leaders put others "in their place" by elevating themselves above everyone else. High-road leaders know the right "place" for others is above them. In the end, the best way to accomplish your agenda is to place people above it. That may feel counterintuitive, but it's true. If you serve the people you lead, they will serve you.

Chapter Eight: Embrace Authenticity

You must embrace authenticity. You can't hide. You can't pretend to become something you're not. You can't try to trick people into believing you are a better person or leader than you really are. You must be yourself with them, being open about your flaws and shortcomings as well as your strengths.

If you're willing to be vulnerable, accept your mistakes and failures with grace, and learn from them, then you can move forward. And your team will come with you. People respect authentic leaders who take the high road. If you do anything other than embrace authenticity, people won't forgive.

Chapter Nine: Take Accountability for Your Actions

I suggest we *take* accountability, not *be accountable*. If you want to be a high-road leader, you can't pick and choose when you take accountability. To be considered accountable, you must demonstrate responsibility and ownership of your actions consistently, yet imperfectly. Accountability isn't a one-time occurrence. Either you are accountable or you aren't. Saying *No* to accountability means saying *No* to the high road. Leaders who don't take responsibility for their actions never gain the trust of their people, and because leadership is influence, it always functions on the basis of trust.

Chapter Ten: Live by the Bigger Picture

The distinctive ability of great leaders is that they see more than others and they see it before others. They possess a different perspective. They see the bigger picture, and they do so more quickly than others. I call this ability the "leadership advantage." It's like a superpower, and like any superpower, it can be used for good or ill. When you live by the bigger picture, you increase your ability to make a difference in the lives of others.

Chapter Eleven: Don't Keep Score

Keeping score will always lead you to the middle or the low road. Avoid the temptation to keep the score "even" with others or to keep yourself ahead for the wrong reasons. High-road leaders keep track without keeping score. Keeping track is about my behavior, making certain I do the right things for the right reasons. Keeping score is about manipulation. I like to think of keeping track as *give and forget*.

Chapter Twelve: Desire the Best for Others

How can you or I become more effective leaders on the high road? The way to bring out the best in others is to first *desire* the best for others. This requires a shift in the way you think, the words you use, and the actions you take. I hope and pray you will take the high road and use your leadership to make your family, organization, community, and nation better. High-road leaders put others ahead of themselves. They live for the good of others. Desiring the best for others will always bring out the best in you! It is the only way we will be able to bring people together in a world that divides.