

#### **Trump or Clinton: Who Is the Best Leader for Our Country?**

As Election Day approaches, we often find ourselves asking the question "Hillary or Donald – which candidate will really make the best leader?"



Is Hillary Clinton someone others will follow?

Will Donald Trump listen to others on his team?



Without taking political sides, this article will present you with a model of Leadership and a diagnostic tool based on Global Bankers Institute's decades of experience preparing individuals to be effective leaders. The tool will allow you to evaluate our presidential candidates for yourself to decide who is best fit to take over as the most powerful individual on Planet Earth!

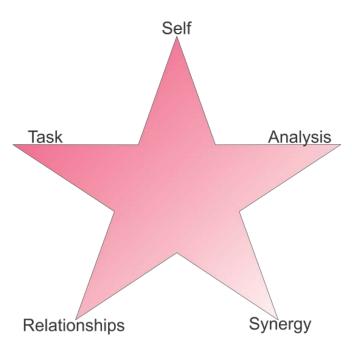
# And most of all – DON'T FORGET TO VOTE!





#### The STARS Model of Leadership

Leadership is an elusive and illdefined characteristic that often
defies understanding. Why is it that
one person stands on a soapbox and
no one listens, while another
attracts hordes of followers?
Sometimes it is easy to tell. Maybe it
is charisma. Maybe it is power.
Maybe it is empathy. Maybe it is
simply the pragmatic belief that a
particular leader is "on your side."



So what is the answer? "All the above."

Leadership is made up of all those qualities and many more. And to further complicate the issue, what makes a good leader in one situation, is often very different from what makes a good leader in another situation, place and time. Additionally, the perception of who is a good leader may be different to different people!

But in order to identify who may be a good leader, and in order to help teach people how to improve their own leadership skills, we must have a tool that allows a more thorough, logical assessment of leadership characteristics and capabilities.

The STARS Model of Leadership is one such tool. Developed by Global Bankers Institute, the STARS Model, customized and simplified for the purposes of this article, breaks leadership down into five critical components as follows.



### **S**elf – Personal characteristics of a leader. This includes such items as:

- Motivation
- Honesty
- Power
- > Respect
- > Fairness
- > Reliability
- Charisma

Task – Ability to get the job done and perform specific functions required.

- > Task Management
- > Results Focus
- Adaptability
- > Track Record
- > Time Management
- ➤ Willingness to Ask for Help
- Crisis Management

Analysis – Competently assessing a situation and making difficult leadership decisions.

- **➢** Goals
- Objectivity
- Personnel Assessment
- Decision Making
- Self-Awareness
- ➤ Ability to Learn



**R**elationships – Developing and maintaining productive working relationships with others.

- Support Network
- > Trust Relationships
- ➤ Respects Others??
- Inspires Hard Work
- > Realistic
- > Task vs People Understanding
- History of Good Relationships

**S**ynergy – Improving outcomes by working collaboratively and maximizing the abilities of others.

- > Teamwork
- Values Contributors
- Provides Effective Feedback
- Encourages Others
- Learns from Others
- Brings Positive Energy
- ➤ Teacher/Mentor/Coach

On the following pages you will find a worksheet for the simplified STARS Leadership Model. Feel free to print it, share it and complete it and hopefully our country will be in capable leadership hands for the next four years!

Clifford Brody is CEO and Founder of Global Bankers Institute (http://www.globalbankersinstitute.com). With over 30 years of experience serving the banking and financial industry, Cliff has assisted clients from New York to Nepal to maximize the performance of their human capital. Among Cliff's many clients have included such notable companies as: American Express, AXA Equitable, Bank of America, Bank of China, Citibank, Deutsche Bank, Fannie Mae, Federal Reserve Bank of New York, First Gulf Bank, IBM, Pfizer Pharmaceuticals, Qatar National Bank, RBC, Saudi Hollandi Bank, and many more. Full profile on LinkedIn at http://www.linkedin.com/in/cliffbrody/





## Performing the STARS Assessment

For each question, rate the candidates on the following scale:		
1 – Strongly Disagree 2 – Disagree 3 – Neutral or Unknown 4 – Agree 5 – Strongly Agree	TRUMP	CLINTON
Self		
This candidate is driven to work hard to get the job done.		
This candidate is honest and open.		
This candidate is powerful.		
This candidate cares about and respects others.		
This candidate is fair and treats everyone equally.		
This candidate is reliable and dependable.		
This candidate is charismatic.		
Task		
This candidate is capable of managing the tasks of the office.		
This candidate focuses on results.		
This candidate can make changes midstream when needed.		
This candidate has been successful with these tasks in the past.		
This candidate is good at time management.		
The candidate will ask for help as needed in completing tasks.		
This candidate is able to make decisions in crisis situations.		



For each question, rate the candidates on the following scale:		
1 – Strongly Disagree 2 – Disagree 3 – Neutral or Unknown 4 – Agree 5 – Strongly Agree	TRUMP	CLINTON
Analysis		
This candidate shares most of my goals and beliefs.		
This candidate will make objective decisions.		
This candidate will assign the right people to the right positions.		
This candidate asks meaningful questions.		
This candidate follows a structured decision-making process.		
This candidate would know his/her own limitations.		
This candidate is capable of learning.		
Relationships		
This candidate has a strong support network.		
This candidate has trust relationships with others.		
This candidate treats all people with respect.		
This candidate has people who will work hard for him/her.		
This candidate is realistic in setting expectations for others.		
This candidate knows when to focus on people more than tasks.		
This candidate has a history of maintaining good relationships with others.		



For each question, rate the candidates on the following scale:  1 – Strongly Disagree  2 – Disagree  3 – Neutral or Unknown  4 – Agree  5 – Strongly Agree	TRUMP	CLINTON
Synergy		
This candidate works well with others.		
This candidate values the contributions of others.		
This candidate provides helpful feedback.		
This candidate encourages other to speak their mind.		
This candidate learns from those around him/her.		
This candidate brings positive energy to the workplace.		
This candidate is a good teacher, mentor and coach.		
TOTAL		