



Management In Practice

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Self-Management and Personal Leadership: Why and How Highly Effective People Succeed in Achieving Their Goals in Organizations

Why and how do highly effective people accomplish their goals in their personal and professional lives? The paper begins with a brief, historical perspective of highly effective achievers and then presents the contemporary trait theory of personal leadership as the intellectual foundation for an analysis of such people. Next, the unique characteristics of highly effective people are discussed as well as the importance of these attributes as they relate to the immediate environment, especially to personal and managerial success. The paper concludes by emphasizing the humility with which highly effective people accept their successes and their ability to give credit to others without diminishing their own recognition. They understand that doing this is requisite to personal and managerial success.

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