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How Is a Leader Like an Inflated Balloon?

By Ron Price



No, I don't mean a leader is full of hot air! An inflated balloon fulfills its purpose because of the relationship between the air pressure inside the balloon with the air pressure outside. Too much pressure on the outside and the balloon shrivels. Too much pressure on the inside and the balloon explodes.

A leader must be aware and wise about the external conditions—the economy, the marketplace, customer needs and wants, competitors, regulatory issues, future trends, and so on. These are all pressures from the outside pressing in on the leader and her organization. It is just as important for a leader to maintain slightly more internal energy (pressure) in order to maintain the effectiveness of the organization. This internal energy comes from

a strong sense of purpose, a clear set of values, a keen self awareness, SMART goals, and clarity about the strengths and weaknesses of the organization. (To understand SMART goals, e-mail me at ron@price-associates.com.)

Proactive leaders understand the importance of this balance between external and internal pressures. Reactive leaders either wilt from external pressures or over extend themselves and their organizations by failing to understand how to manage the relationship between their organization and the external realities they face. ■

Ron Price is the founder and CEO of Price Associates, an elite team of leadership performance consultants. As a noted expert on how human behavior translates to company culture, individual and business performance, Ron helps leaders grow and change their world.