Leadership: Lewis and Clark Style

The Lewis and Clark expedition over 8000 miles of largely-uncharted terrain challenged the diverse group’s determination and skills as they traveled for 863 days, exploring the Northwest Passage. Leaders of this Corps of Discovery, Meriwether Lewis and William Clark, and their companions on this trek some 200 years ago left a legacy of leadership and passion, as reflected in the book, *Into the Unknown: Leadership Lessons from Lewis and Clark’s Daring Westward Expedition* (AMA-COM, New York, 2004), by Jack Uldrich. Among his suggestions for today’s business leaders, drawn from the expedition’s extraordinary journey, are:

1. **Begin with a higher purpose;** Lewis and Clark sought to expand knowledge and further the cause of the fledgling United States.
2. **Share leadership, treating others as equals and effectively using the skills of all team members.**
3. **Learn from others;** although the expedition experienced a variety of life-threatening and other trials, they looked to others for information and attempted to prevent repetition of others’ mistakes.
4. **Stand your ground;** tackle tough situations personally.
5. **Develop a positive mind set;** seek opportunities and possibilities.
6. **Be patient;** refuse to be backed into poor decisions.
7. **Lead by example;** develop team spirit by preparing diligently, sharing leadership, selecting the right people, and reflecting commitment to the mission.

Enduring Lessons from John Deere

John Deere’s legacy of values, loyalty, and principles drive its continuing progress, according to David Magee, author of the book, *The John Deere Way: Performance that Endures* (John Wiley & Sons, Inc., Hoboken, NJ, 2005). Dedicated “For the farmer,” this work describes Deere’s culture as well as its emphasis on quality, integrity, and change through innovation. Commitment that never quits, building a business as great as your products, putting your brand to work, growing on the strength of your roots, enduring performance, and win-win relationships are additional areas covered in the book.

The company relies on long-term relationships marked by mutual benefit. Among the elements of win-win relationships nurtured by Deere are: Help customers to be more satisfied, profitable, and efficient than your customers’ competitors; build a dynamic and inclusive organization of diverse employees whose contributions are respected and rewarded; deliver solid shareholder value despite economic, political, and other changes; develop harmonious relationships with business partners; and contribute to the well-being and interests of the communities where the company operates and the “global community at large.”