

# Wealth of Wisdom from Workingwomen Writers

## “The Corporate Dominatrix:

- Has clear boundaries; does not allow others to restrict or violate boundaries.
- Conveys thoughts and opinions directly and clearly
- Expresses gratitude and appreciation graciously
- Uses direct eye contact, sturdy posture, assured gestures.”



Lisa Robyn  
*The Corporate Dominatrix*

“Two important functions of a leader are: to offer a concrete definition of business reality and to say thank you.”



Rosanne Badowski  
*Managing Up*

“We have our minds, we have our communities, we have our votes, we have our wallets—we have our ability to influence the next generation. These are rich natural resources. Once we start mining them, leadership is inevitable.”



Marie C. Wilson  
*Closing the Leadership Gap*

“Women have natural talents like patience, intuition, multi-tasking, networking, and nurturing—powerful leadership qualities for making any business grow. Trust these inbred qualities and use them! Don’t try to hide or disguise them.”



Robin Fisher Roffer  
*Make a Name for Yourself*

**How can we use the skills of leadership to increase our strength against competition?**

## Consider Circle 1: leadership

“Most of us mature with age. Mothers don’t have a lock on becoming better people, buy children accelerate this personal growth process. Besides being more giving, confident, humble, grounded, and honest, executive mothers possess a wide variety of other qualities that build character. For instance, many moms change their behaviors to be better role models for their children.”



Moe Grzelakowski  
*Mothers Lead Best*

Competition is universal in any business. Successful and profitable businesses position themselves as leaders in their industries. Commerce must leverage as many advantages as possible; each business must find a blend to create differentiation. To effect change, products or services must stand out, offering something others don’t. This edge examines a moving target. If the eye is on leadership, the arrow flies straight.

“Leadership is about more than just delivering results—it is about making a difference in the lives of others. The most admired leaders are usually outstanding people-developers who others want to follow.”



Jean Otte  
*Changing the Corporate Landscape*

“If you can make the mental shift that allows you to see your competitors potential prospects, you put yourself in the right mindset to win.”



Ronna Lichtenberg  
*Pitch Like a Girl*

“Practice the four styles that predominate: Directing, Coaching, Supporting, and Delegating. There is no single appropriate leadership style. Develop skill in fitting your style to the situation.”



Pat Heim, Ph.D.  
*Hardball for Women*