

Practical Leadership – 15.974

Assignment for Class Six

1. Read (in readings packet): Williams, Gary and Miller, Robert. “Change the Way you Persuade.” Harvard Business Review, May 2002, pages 64-73.
2. Prepare role play.
3. For last class meeting: Turn in your completed packet: Leadership Definition, Self-Assessment, Action Plan and Results, Leadership Journal, Next Steps. If you are unclear what you need to do to complete this task, let me know.