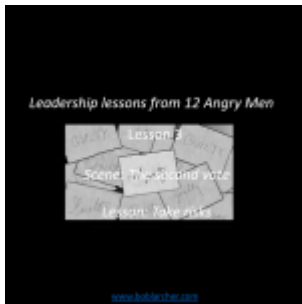


Leadership lessons from 12 Angry Men – lesson 3



This third lesson, “Take Risks” is another leadership hallmark; taking risks shouldn’t be confused with being reckless.

Juror n°8 proposes a second vote, but this time a “secret vote”, as opposed to the first, “hands-in-the air” vote

If we go back to the first scene and analyse the first vote, it is clear that there were people “unsure” how to vote and simply followed the crowd – the risk taken by juror n°8 to have a second vote is a calculated risk, “if one person changes their mind, we continue, if all eleven of you vote guilty, I’ll vote guilty”

Being aware of what is going on around you, is essential if you want to influence others; you need to be aware of your “supporters”, your “enemies” and your “floating voters”. Jurors 3, 4, 7 and 10 are clearly not going to change their minds and their vote easily, whereas jurors 2, 5, 9 and 11 seem more ready to be influenced.

You need to decide when and with who, to use your energy – don’t waste it on your enemies until you have built up some support.