The Art of Leadership (1935)

A. Leadership is the activity of influencing people to cooperate toward some goal which they find desirable

B. Executive work:

1. Planning and defining policies
2. Organizing
3. Delegating
4. Controlling
5. Supervising
6. Giving general orders
7. Training key managers
8. Coordinating
9. Providing motivation

Tead advocated the reasoning process of scientific management as the best approach to decision-making.

Ordway Tead was an educator and practitioner of management; among other things, he was head of the Board of Higher Education of the state of New York and a member of the faculty at Columbia University. He was the author of numerous books on management and higher education, including Instincts in Industry (1918) and The Art of Administration (1951).