Is there a relationship between a leader's ability to effectively listen and that leader’s perceived leadership ability? Explain your answer.

What might be the factor or factors contributing to lack of communication in terms of cross-cultural situations?

There is a direct correlation between a leader’s ability to effectively listen and that leader’s ability to lead effectively and consistently, and therefore their perceived leadership ability will most certainly be negatively affected. Leadership, according to Eisenhower, is “The art of getting someone else to do something you want done because he wants to.” In order to consistently have an impact on what people want to do, one needs to be able to hear their desires and motivations. Failure to hear where valance is in the eyes of followers will leave a leader alone with his or her tin ear as they chase valance elsewhere. (DuBrin, 2013)

According to Marcelle E. DePraw and Marya Axner at PBS, cross-cultural communications face a number of challenges, including where different people groups truth, or know a thing.

*“European cultures tend to consider information acquired through cognitive means, such as counting and measuring, more valid than other ways of coming to know things. Compare that to African cultures' preference for affective ways of knowing, including symbolic imagery and rhythm. Asian cultures' epistemologies tend to emphasize the validity of knowledge gained through striving toward transcendence.”*

There of course being rule-breakers, this is one way of demonstrating that a leader must understand core differences between people they wish to lead or influence, and these can be very different skill sets, or best be combined into one artful ability to appeal to each individual in their own language.

Marcelle E. DuPraw, M. A. & Axner, M. (0). Retrieved from http://www.pbs.org/ampu/crosscult.html