**Title:** What makes (you) a leader?

**Overview:** Gianpiero’s session invited delegates to explore two related questions, a broader social and a deeper, more personal one.

The first one concerns the nature of leadership—what it is, and how one gets it and loses it. The question of who gets to lead—and who doesn’t—is never settled easily when people keep moving around. Despite copious investment in leadership development, organizations claim to suffer from a shortage of leaders. And those who lead often struggle to connect with potential followers, facing resistance and mistrust.

During his presentation Gianpiero reached below superficial models and tales to address the questions—what makes a leader in our times, what does it mean to lead well, and what does it take for you? The session was highly interactive supporting delegates to come out with a deeper understanding of leadership, of your own leadership, and of what you can do to make it most impactful and trustworthy.

**Speaker:** Gianpiero Petriglieri Associate Professor of Organisational Behaviour, INSEAD

---

**Email:** Gianpiero.PETRIGLIERI@insead.edu  
**Twitter:** @gpetriglieri

**LinkedIn:** Gianpiero Petriglieri  
[https://hbr.org/search?term=gianpiero+petriglieri](https://hbr.org/search?term=gianpiero+petriglieri)

**Additional Material available:**
- Follow up note from Gianpierro to delgates – (see [www.hse.ie/masterclass](http://www.hse.ie/masterclass))
- Short video interview with Gianpiero
- No speaker slides are available.