

**TITLE:** Leadership Practices Among Northeast Tennessee Industry Leaders

**RESEARCHER:** Donna L. Greenlee  
Graduate School of Education  
Tusculum College (Tennessee)  
Masters Thesis: May 2002

**OBJECTIVE:** The purpose of this study was to examine how east Tennessee leaders were similar or different from leaders in other geographical locations.

**METHODOLOGY:** The population consisted of 113 leaders of industry within a northeast Tennessee county. Asked to complete the Leadership Practices Inventory (Self), usable surveys were returned by 40 respondents (35% response rate). The size of the organizations represented by these respondents varied from as few as one or two to as many as several thousand. No demographic information was collected.

**KEY FINDINGS:** Enabling was the leadership practice reported as most often engaged in, followed closely by Modeling, and then Challenging and Encouraging as a next set, and Inspiring in a third set (least frequently engaged). This rank order is fairly consistent with data from the normative sample.