

## THE MULTIPLIER EFFECT

You have already worked with leaders who multiply the intelligence of others, and you've worked with leaders who diminish others' intelligence.

Think of a  
Diminisher you  
have worked for.

**WHAT DID THE  
DIMINISHER DO?**

**WHAT DID THE  
DIMINISHER ASSUME?**

**HOW MUCH INTELLIGENCE  
DID THEY GET FROM YOU  
( 0%–100% )?**

Think of a  
Multiplier you  
have worked for.

**WHAT DID THE  
MULTIPLIER DO?**

**WHAT DID THE  
MULTIPLIER ASSUME?**

**HOW MUCH INTELLIGENCE  
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