**What Makes a Leader**

**Business Scenarios 1-3 (listed below)**

**Scenario 1**

You are manager of a chemical company that has had one OSHA (Occupational Safety and Health Administration) violation in the previous five years. During a recent visit from OSHA, the government inspectors found several infractions. Your company has been advised that these infractions must be remedied with 30 days or the facility may be forced to close, leaving hundreds of employees unemployed. What do you do to rectify the situation?

**What Makes a Leader**

**Business Scenarios 1-3 (3 listed below)**

**Scenario 2**

Jack and Chris are financial advisors who both have monthly investment goals for attracting new investors. If they make their quotas they receive a bonus that is a percentage of their investment totals. Jack met his investment goal of $150,000 for the month. Chris had several committed clients but when another investment advisor in the office offered them an incentive to direct their business to him, he fell short of his investment goal for the month. This other advisor has a reputation for “stealing” clients. As manager, how would you handle this situation?

**What Makes a Leader**

**Business Scenario**

**Scenario 3**

You are in management at a computer parts manufacturing company. You have an order to fill with a deadline of two weeks from now. Your client has decided to move up the deadline to one week from now. This will obviously require overtime. You will have to get approval for overtime for employees and convince employees to work the overtime. Employees may not be willing to work the amount of overtime that will be required, but this client does a great deal of business with your company and you want to do what it takes to fulfill the order.