

# Mary Parker Follett

## Quotes

*Leadership, People, Thinking, Men, Differences, Leader, Common Purpose,  
Unity, Essentials, Creating, Opposites, Diversity, Mean, Facts, Law,  
Opportunity, Followers, Democracy, Done, Inspirational*

Unity, not uniformity, must be our aim. We attain unity only through variety. Differences must be integrated, not annihilated, not absorbed.

~Mary Parker Follett

That is always our problem, not how to get control of people, but how all together we can get control of a situation.

~Mary Parker Follett

Leadership is not defined by the exercise of power but by the capacity to increase the sense of power among those led. The most essential work of the leader is to create more leaders.

~Mary Parker Follett

Management is the art of getting things done through people.

~Mary Parker Follett

the best leaders try to train their followers themselves to become leaders. ... they wish to be leaders of leaders.

~Mary Parker Follett

Part of the task of the leader is to make others participate in his leadership. The best leader knows how to make his followers actually feel power themselves, not merely acknowledge his power.

~Mary Parker Follett

Coercive power is the curse of the universe, coactive power, the enrichment and advancement of every human soul.

~Mary Parker Follett

In crowds we have unison, in groups harmony. We want the single voice but not the single note; that is the secret of the group.

~Mary Parker Follett

We must face life as it is and understand that diversity is its most

essential feature.

~Mary Parker Follett

The best leader does not ask people to serve him, but the common end. The best leader has not followers, but men and women working with him.

~Mary Parker Follett

Democracy is not brute numbers; it is a genuine union of true individuals...the essence of democracy is creating. The technique of democracy is group organization.

~Mary Parker Follett

Many people tell me what I ought to do and just how I ought to do it, but Few have made me want to do something.

~Mary Parker Follett

Imitation is for shirkers, like-minded-ness for the comfort lovers, unifying for the creators.

~Mary Parker Follett

We should never allow ourselves to be bullied by an either-or. There is often the possibility of something better than either of these two alternatives.

~Mary Parker Follett

Experience may be hard but we claim its gifts because they are real, even though our feet bleed on its stones.

~Mary Parker Follett

Most people are not for or against anything; the first object of getting people together is to make them respond somehow, to overcome inertia.

~Mary Parker Follett

While leadership depends on depth of conviction and the power coming therefrom, there must also be the ability to share that conviction with others.

~Mary Parker Follett

we should think not only of what the leader does to the group, but also of what the group does to the leader.

~Mary Parker Follett

One of the greatest values of controversy is its revealing nature. The real issues at stake come into the open and have the possibility of being reconciled.

~Mary Parker Follett

All polishing is done by friction.

~Mary Parker Follett

Concepts can never be presented to me merely, they must be knitted into the structure of my being, and this can only be done through my own activity.

~Mary Parker Follett

What people often mean by getting rid of conflict is getting rid of diversity, and it is of the utmost importance that these should not be considered the same.

~Mary Parker Follett

Fear of difference is fear of life itself.

~Mary Parker Follett

Conflict is resolved not through compromise, but through invention.

~Mary Parker Follett

Another idea that is changing is that the leader must be one who can

make quick decisions. The leader to-day is often one who thinks out his decisions very slowly.

~Mary Parker Follett

Power-over is resorted to time without number because people will not wait for the slower process of education.

~Mary Parker Follett

The divorce of our so-called spiritual life from our daily activities is a fatal dualism.

~Mary Parker Follett

The insight to see possible new paths, the courage to try them, the judgment to measure results - these are the qualities of a leader.

~Mary Parker Follett

Leader and followers are both following the invisible leader-the common purpose.

~Mary Parker Follett

there is a pernicious tendency to make the opinions of the expert prevail by crowd methods, to rush the people instead of educating them.

~Mary Parker Follett

The conflict of chemistry we do not think reprehensible. If we could look at social conflict as neither good nor bad, but simply a fact, we should make great strides in our thinking.

~Mary Parker Follett

We are sometime truly to see our life as positive, not negative, as made up of continuous willing, not of constraints and prohibition.

~Mary Parker Follett

It is of equal importance with the discovery of facts to know what to do with them.

~Mary Parker Follett

It is not opposition but indifference which separates men.

~Mary Parker Follett

And the most successful leader of all is one who sees another picture not yet actualized. He sees the things which belong in his present picture but which are not yet there.

~Mary Parker Follett

Responsibility is the great developer of men.

~Mary Parker Follett

The ablest administrators do not merely draw logical conclusions from the array of facts of the past which their expert assistants bring to them, they have a vision of the future.

~Mary Parker Follett

We can never catch up with life ... we shall always be eating the soft part of our melting ice and meanwhile the nice hard part is rapidly melting too.

~Mary Parker Follett

The manager cannot share his power with division superintendent or foreman or workman, but he can give them opportunities for developing their power.

~Mary Parker Follett

... good intentions are not sufficient to solve our problems.

~Mary Parker Follett

we certainly do not want to abolish power, that would be abolishing life

itself, but we need a new orientation toward it.

~Mary Parker Follett

Democracy must be conceived as a process, not a goal.

~Mary Parker Follett

Democracy is self-creating coherence.

~Mary Parker Follett

Crowd action is the outcome of agreement based on concurrence of emotion rather than of thought.

~Mary Parker Follett

In the small group then is where we shall find the inner meaning of democracy, its very heart and core.

~Mary Parker Follett

Unity, not uniformity, must be our aim.

~Mary Parker Follett

Majority rule rests on numbers; democracy rests on the well-grounded assumption that society is neither a collection of units nor an organism but a network of human relations.

~Mary Parker Follett

... orders come from the work, not work from the orders.

~Mary Parker Follett

The state accumulates moral power only through the spiritual activity of their citizens.

~Mary Parker Follett

I am free when I am functioning here in time and space as the creative will. ... freedom by our definition is obedience to the law of one's nature.

~Mary Parker Follett

The paradox of American democracy has been that its slogan of equal opportunity has meant, often, equal opportunity to get power over your fellows.

~Mary Parker Follett

administrative purpose usually outruns the facts. Indeed the administrative official's ardor for facts usually begins when he wants to change the facts!

~Mary Parker Follett

Law should seek far more than mere reconciliation; it should be one of the great creative forces of our social life.

~Mary Parker Follett

I do not think that we have psychological and ethical and economic problems. We have human problems, with psychological, ethical and economical aspects, and as many others as you like.

~Mary Parker Follett

There is no such thing as vicarious experience.

~Mary Parker Follett

Idealism and realism meet in the actual.

~Mary Parker Follett

The unifying of opposites is the eternal process.

~Mary Parker Follett



### **Related Links:**

- Leadership Quotes
- People Quotes
- Thinking Quotes
- Men Quotes
- Differences Quotes
- Leader Quotes
- Common Purpose Quotes
- Unity Quotes
- Essentials Quotes
- Creating Quotes
- Opposites Quotes
- Diversity Quotes
- Mean Quotes
- Facts Quotes
- Law Quotes
- Opportunity Quotes
- Followers Quotes
- Democracy Quotes
- Done Quotes
- Inspirational Quotes