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# Machiavelli In The Modern World: A Closer Look Into What It Takes To Be A Successful Leader

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**MACHIAVELLI IN THE MODERN WORLD:  
A CLOSER LOOK INTO WHAT IT TAKES TO BE A  
SUCCESSFUL LEADER**

**Honors Thesis**

**Presented in Partial Fulfillment of the Requirements**

**For the Degrees of Bachelor of Education and English**

In the School of Education and Department of English

at Salem State University

By

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When people hear the phrase “Machiavellian leader,” many people shudder due to the harshness of the people that Machiavelli himself found successful and the methods he recommends. However, the leaders that are “Machiavellian” are the most successful. Machiavelli is not performing evil acts or lying about what is happening (which many believe), but instead is taking his own observations on the events that took place in his lifetime for our betterment. Isaiah Berlin, a British philosopher, political theorist, educator, and essayist, said in “The Question of Machiavelli” that “Machiavelli is possessed by a clear, intense, narrow vision of a society in which humans talents can be made to contribute to a powerful and splendid whole” (219). Machiavelli’s theory on power and how to keep it, learned through his civil service, made him one of the greatest political writers. Berlin’s statement regarding Machiavelli’s writings says that though his ideas may be controversial, their aim is to better not only the leader but society as a whole.

Machiavelli gave Brutus credit for his brutality, saying, “he was right to kill his children; he saved Rome.” As a reader, it is human nature to read that line, stop reading, and put the text away. However, Machiavelli’s intention is to have the reader find the true point of his writing: to create successful leaders to lead to great states. Though Brutus may have been cruel to others, he overthrew the monarchy in Rome and created a republic. Machiavelli sees beyond the brutality of Brutus killing his children because he was focused on the political and leadership aspects of Brutus. In *The Prince*, he does not analyze how leaders were to their children or how they behaved in their private lives, but how they led and how successful the state turned out to be under their control. Berlin believes, as do I, that Machiavelli is not evil but instead wants the best for the state, and it is through the leader of that whole that patriotism exists. Machiavelli in his *Discourses*

said, “I shall at least have shown the way to others, who will carry out my views with greater ability, eloquence, and judgment, so that if I do not merit praise, I ought at least not to incur censure” (1). It is clear that Machiavelli did not write for himself, but to help others learn and do better than what he witnessed.

Niccolo Machiavelli wrote *The Prince* (1513), which even five hundred years later is open to many interpretations. Machiavelli was less concerned about what people thought of his suggestions and more about leaders taking his advice in order to better his country. There are many “moral qualities that stand out boldly on the page”(Machiavelli, *Prince* vii). Machiavelli may be considered a democrat, diplomat, poet, correspondent, moralist, and most importantly a patriot. Linking the diplomat with the patriot, Machiavelli worked for the Florentine government. Robert Adams, translator of *The Prince* states, “They commissioned numerous Florentine citizens, among them Machiavelli, to serve as their agents at the courts of various princes in Italy and abroad” “as a simple servant, a secretary, occupied a position of no great eminence”(Machiavelli, *Prince* 89). Machiavelli did not sit in a secluded office and write without experience. Accomplishing his duties, serving his state, Machiavelli saw first-hand the good and the bad leaders. It was through his readings as well as his experiences that he created his advice regarding leadership. He took what he saw first-hand and used it to write a manual. Observing Cesare Borgia and other leaders, he picked leadership qualities here and there and combined them to create *The Prince*.

Niccolo Machiavelli may be thought as unethical with his brutal tactics he describes in *The Prince*. However, though harsh at times, his advice for leaders in

sixteenth-century Italy can be applied to leaders in all areas even centuries later. These “leadership lessons” are applicable today in multiple positions, such as in politics, sports, business, teaching, administration, and much more. Having numerous teachers in my life, as well as aspiring to be one myself, it is obvious by reading *The Prince* that Machiavelli is a teacher and adviser for others and myself. Through his words, he tells us about his theories and ideas on what makes a good leader. It is through his words and theories that I realized that *The Prince* directly correlates with my life as a captain of the Salem State Softball team. Being a player on the team is simple; you play and listen to the coach. However, it is a whole new role when named captain. I instantly went from listening to other’s rules and demands, and had to form my own. Being nominated as a captain my sophomore year was convenient, being the year I first read *The Prince*. As I was sitting in class listening to my professor speak Machiavelli’s words with such passion, I instantly saw a connection to my own life and even pointers to help me lead the team.

Niccolo Machiavelli was a humanist who watched dark moments during the Italian Renaissance during the 16<sup>th</sup> century. In 1494, France’s armies invaded Italy taking away their independence. Italy gained its freedom back in 1498, until the Medici took over the city of Prato and, eventually, Florence. Watching his nation helpless inspired Machiavelli to take his thoughts and put them in writing for the rest of his life. Within these dark moments, he watched Italy get abused by other nations. He explains that some republics are not started with a perfect constitution. They have a harder time making progress based on their conditions. He believed that they might perfect themselves with the right leaders and events. However, he

also stated, like Florence, some fall before they can be helped, making it impossible to improve. Machiavelli stated in *Discourses*, "That of Florence is a complete proof of this: reorganized after the revolt of Arezzo, in 1502, it was overthrown after the taking of Prato, in 1512"(Machiavelli, *Discourses* 92). Florence and the rest of Italy were vulnerable and were easy targets for France, as well as other rising groups of people such as the Medici army due to their lack of republican government.

Machiavelli saw this vulnerability and tried to save his country. He even was in charge of the city's defense and had his own troops. After being taken over by the Medici, he used his scholarship to write and tell first-hand how a republic could be built. This political writing eventually got him killed. In *Discourses on Titus Livius*, Machiavelli speaks on the different types of governments: monarchy, tyranny, aristocracy, democracy, and oligarchy. He then gets into the states, describing which lucked out with the leaders they got. Countries such as France were successful due to their placement of leaders. Machiavelli says in *The Prince*, "...they chose the most courageous from amongst themselves and placed him at their head, promising to obey him. This caused them, when they had afterwards to choose a prince, neither to look to the strongest nor bravest, but to the wisest and most just" (93). He speaks on numerous qualities a prince should hold and what makes certain people cut out for the job and others not so much. It is the leaders that are wise and just that should be running states such as Italy.

Looking at the major themes closely, such as whether it is better to be feared or loved, balancing the qualities of the lion and the fox, and the overall responsibilities of a leader in how they go about certain situations he or she is put into, they are all relatable to

today. However, I can relate it more to my own life and the situations I have been put into that relate to leadership. Sports and school are two major pieces of my life where I am considered a “leader.” According to Machiavelli, a leader controls the group that they are leading. Another quality that makes a leader according to Machiavelli is that the leaders want to be loved, but not if it takes away from being feared or respected. I see Machiavelli as an adviser and a teacher, helping me not only to lead, but lead successfully. It is through his words that I not only learned a lot about leadership, also applied what I had learned.

Whenever an individual is leading a group of people, Machiavelli’s thoughts may be taken into consideration. Linking this to Machiavelli’s ingenious thoughts, it has been said by critics that his ideas can be considered universal within any society. Federico Chabod, in *Machiavelli and the Renaissance*, wrote, “the mighty Machiavellian ‘imagination’ ... detects the ever-recurring workings of a universal process that is part and parcel of the human story (180). The human story consists of more than just the prince of Italy in the 1500s. It spreads through years and years after those times, and even long after Machiavelli’s death.

It is tempting to be caught up in the negative, pessimistic views of “Machiavelli’s economy of violence,” as Sheldon S. Wolin has described it (169). However, seeing the patriot and optimist in Machiavelli inspires myself as well as others to keep the “Machiavellian” views and tactics alive. I use this idea of being a patriot when leading my softball team. I do not want what is best for me all of the time, but instead what is best for the team overall. When I go up to bat or go in the field, I am not worrying about performing for simply myself. I want to do well for the team, because I know if I do not

perform well and have a bad attitude about it, it is contagious. It instantly brings the team down and gives them the thought that “our senior captain is giving up, so we should, too.” I have to be the strength of the team even if I am not completely happy with myself. I also think this goes into the idea of maturity. The maturity shines through when I strike out and do not start crying or throw my helmet across the dugout. Unfortunately, some of the players think this is acceptable and do not even know how childish they seem. Of course I want to throw things and get upset; however, I have to control myself and not look like I am throwing a fit. Leading by example and doing what you want those you are leading to do is how things stick, like a child and their parent. Whatever the parents say or do, the child will copy. Similarly, what I say and do will be spread as the expectation for the other girls to do. The girls who come into the dugout throwing their helmets are not in the same position as I am. If I were to do that, it is an invitation for others to follow. I may want to throw something, but the image I hold says a lot in what the girls think and how the team performs. Some of the girls on the team get upset when they strike out because it hurts their statistics or makes them look bad. However, when I do not perform well it does not bother me due to my stats or personal best, but because I am not helping the team win. There are many individuals on the team and in softball; individuals will not win the game. Connecting to Machiavelli’s time, the state has to work together not to crumble and to be successful in times of war. Machiavelli is not thinking of himself as he writes, but is concerned for the state and the good of Italy. Machiavelli was a patriot and I am a patriot in the terms of softball. If my team was a state then in times of war (games) I want what it takes for us, not me, to be successful and win.

Calling Machiavelli a patriot for the country of Italy is obvious within both *The Prince* and *Discourses*. He is not concerned about morals or people's feelings; his only goal is to better his country. "His patriotism, his republicanism, his commitment are not in doubt" (Berlin 270). These three qualities are not doubted due to the evidence and clear examples within the text. Each section or chapter of *The Prince* is titled with what Machiavelli is going to speak on, such as the strength of the state, different types of troops, and whether it is better to be feared or loved as a prince. From chapter one all the way to chapter twenty-six, he gives wise advice not only to the future leaders but also to the people of his country. He hits every point that a leader would be concerned with and creates a manual for those who wish to help Italy like he has chosen to do so that "...our country may become noble again" (Machiavelli, *Prince* 72).

I have found the lessons of Machiavelli's writings particularly applicable to my role as captain of the Salem State Softball team. I was nominated as captain during my sophomore year, and continued in this role through my senior year. Being named captain as a sophomore is something that is unheard of and usually there is a reason why an underclassman is given that title. The two captains starting the season, one junior and one senior, were not getting along. Our coach then announced me as a third captain to step in and help the team as a whole.

This experience made *The Prince* by Niccolo Machiavelli much more meaningful to me. While reading it, I was able to find context in myself to compare what Machiavelli was saying. I could see the connections between the two roles, which were completely different yet very similar at the same time. Being the leader

of a group of people is a challenge to begin with; however, leading a group of females who are my age and some even older is one of the biggest challenges I have ever encountered. According to Galie and Bopst, authors of "Machiavelli and Modern Business: Realist Thought in Contemporary Corporate Leadership Manuals" (2006), "Niccolo Machiavelli's teachings have never gone out of fashion; no doubt because power remains a central aspect of modern political and corporate life" (Galie and Bopst 235). According to Galie and Bopst, Machiavelli's views are seen in politics as well as the business world. However, they are also seen in any situation that requires one person to lead and have power.

One responsibility of being the captain of the team that relates to Machiavelli's views is that through every challenge, the prince or, in this case, the captain must seem to have all the right qualities. When holding a place of power, if he or she gives off the impression that they know what they are doing then the people put faith in their leader. It is impossible for a human being to be perfect. There will be times in any leader's time that they do not know something; however, the successful leaders will never show their lack of knowledge. "It is not essential, then, that a Prince should have all the good qualities [of leadership], but it is most essential that he should seem to have them..." (Machiavelli, *Prince* 48). Machiavelli states that a prince should know how to have numerous different qualities including being prudent, skillful, observant, merciful, faithful, humane, religious, and upright. However, it is not necessarily important to actually have these qualities, but it is important to seem to have them. Having the appearance or illusion of holding these qualities keeps people respecting you as well as gives them comfort that their leader

is what they hope he or she is. This is key to any leadership role but especially being a captain of twenty other girls my age. I like to think of it as a performance.

Unfortunately, no one is perfect and sometimes weakness is present; however, hiding that weakness is what sets a leader apart of the rest of the people.

Being afraid of not being the nice guy is not a choice when taking on the role of a leader of a group. A leader must do what he or she needs to do to better the people that are being led. For example, every year our last home game is dedicated to the graduating seniors. The team comes together to decorate the field, make posters, and get gifts. In order for it all to work, everyone must work together. Some of the girls did not help and at one point I asked someone to do a simple task, such as putting a poster up on the fence. The player snapped back at me and said, "No, someone else can get it." I instantly felt my insides boil but instead of letting her get to me, I simply walked away and did it myself. After, however, I sat down the entire team in the locker room and explained to that one girl that she was disrespectful and everyone's lack of effort was not acceptable. I will not lose my values of showing people how they should act, especially with being respectful in the hopes that they will like me. I will be the role model of how they should act, and let them know without being afraid of what they think.

Ernst Cassirer said in "Implications of the New Theory of the State" (1973), "He [Machiavelli] was the first modern author who spoke of the 'art of the state.' It is true that the idea of such an art was very old. But Machiavelli gave to this old idea an entirely new interpretation"(168). Contrary to the way Plato once viewed politics, Machiavelli took a whole new approach. Felix Gilbert said, "He [Machiavelli] intended neither to

outline a philosophical system nor to introduce new philosophical terms” (151).

Machiavelli wanted to help the republic in a direct way, pointing out the strengths and weaknesses of all men. Plato had an idealized imagination while Machiavelli was more practical with his political views. Machiavelli saw events first-hand to form his theory, while Plato thought about what certain things would look like. Plato’s Idealism Theory states that Plato believed that the physical world around us is not real. He believed that the real world changes so much that it was impossible to say what it really is. He also believed that our minds are separate from what we are seeing. Machiavelli’s theory was simply that “The first condition for ruling men is to understand man. And we shall never understand him as long as we are suffering from the illusion of his ‘original goodness.’ Such a conception may be very humane and benevolent; but in political life it proves to be an absurdity” (Machiavelli, *Prince* 23). Machiavelli understood men and what they needed to do to succeed as both the leader and the led. The reasoning why Machiavelli is one to be remembered and seen in today’s world still is because he took risks. The world today, especially when talking about leadership **is** all about taking risks. Without risks, a person comes to a stop in their job causing them to be weak and people to turn away. Machiavelli, taking a risk in his political views, represents the qualities in which he advises the prince to have.

Machiavelli’s most famous and analyzed chapters in *The Prince* are chapter seventeen “On Cruelty and Clemency: Whether it is better to be loved or feared” and chapter eighteen, “The Way Princes Should Keep Their Word.” These two chapters are similar in the way that Machiavelli tries to portray his argument and back it up. He believes that it is better to be feared than loved; however, a prince cannot be

hated either. He does admit that most people would like to be both, but it is very difficult to do. So in order to make it simple he says, "...if you have to make a choice, to be feared is much safer than to be loved"(Machiavelli, *Prince* 46). Machiavelli goes on to explain his point and claims that "feared is much safer" and "friendships are bought at a price" (46). He does not ignore the fact that men are ungrateful and deceiving, and when a leader is not feared and is only loved, that is where the trouble starts. Because "friendships are bought at a price"(46), and a prince that builds his state on friendships and love, owes people in the end. Backing up to chapter seven, Machiavelli says, "...unless they are men of great shrewdness and vigor [virtu], they cannot be expected to have the knack of command"(Machiavelli, *Prince* 19). Along with his favorite word "virtu", Machiavelli reiterates the importance of a prince being shrewd, yet not evil.

Machiavelli, throughout *The Prince*, gives his take on how fear is an important part of being a prince, or any leader. However, he advises all of the leaders out there to avoid hate. Being hated by the people one is leading can destroy the leader. This theory is also evident in being a captain and leader of a team. I do want them to fear, respect, and admire me; however, I never want my teammates to hate me. Machiavelli explains that it is more important to satisfy people. This can be said for today as well. Niccolo Machiavelli speaks about Severus in *The Prince* and his way of leading the Roman Empire. He speaks highly of how he led the empire and how he is a prime example of a leader who avoided hate by doing what he needed to do. Severus killed Niger and did this by deceiving Albinus. Machiavelli takes Severus's actions and motives and explains, "Whoever examines carefully the

action of this man will find that he was a most ferocious lion and a very clever fox; he was feared and respected by all, and his army did not hate him” (Machiavelli 54). Machiavelli goes on to give an example of the opposite side, a man named Maximum, who was hated and failed. He says about Maximum, “He was not long in power because two things caused him to be hated and despised; one was his base birth; his other was his delay in entering Rome at the beginning of his reign to take possession of the royal throne” (Machiavelli, *Prince* 56).

As a leader, one way to avoid hate is to take action with the team in mind. Any decision I have to make, whether it is about uniforms, times of practices, how to group people based on talent, I always have the best intention for everyone, not just myself.

With softball, I try my hardest to maintain an image so that no one on the team will try to take my role. This came up at our last team meeting, how no one on the team is ready to step up and be a captain. These are the words of our team manager. She explained that out of the eighteen girls, not one is prepared to take on the role that I am in. Hearing this is reassuring to me that I will remain in the spot I am in, but that does not mean it will stay like this forever. I know that at any time, one of the girls can step up and gain the respect I have from the others on the team. This is why I take Machiavelli’s words, “Nothing is more important than virtue” (Machiavelli, *Prince* 44) and apply it to myself. Virtue in this context means strength. Felix Gilbert in his article titled, “On Machiavelli’s Idea of Virtù” defines and gives background information on the word that Machiavelli’s theories are based on. He explains that the word can have many meanings depending on the context it

is put in. “In the Italian Renaissance, one use of the term *virtu* occurred in medicine. There *virtu* signified the force which gave vitality to a living being, and on whose presence life and strength of the whole organism” (Gilbert 54). He claims that other critics go on to say that Machiavelli’s use of the word correlates directly to the medical definition of it. Machiavelli uses *virtu* to explain that without it, a state or republic will crumble to the ground.

Even if I feel uneasy or less confident about something, I put on the image of being strong. Being vulnerable and showing weakness to the people I am leading will only make our team crumble, like the republic did in *The Prince*.

As Machiavelli said himself, “Men in general judge more by the sense of sight than by the sense of touch, because everyone can see but few can test by feeling. Everyone sees what you seem to be, few know what you really are; and those few do not dare take a stand against the general opinion” (Machiavelli, *Prince* 17). The phrase, “men in general” gives the evidence that Machiavelli was not speaking to only Italy, but instead any leader and “man” to come. Looking at the context of *The Prince*, Machiavelli spoke in a universal way. Not only did he speak to many groups of people, but his “passionate call to action” can also be taken out of the “prince” context and applied to any leadership role.

Throughout his writing, Machiavelli gives numerous examples of both successful and unsuccessful leaders. With his education and observations, these leaders helped him create the masterpieces that he did. He speaks on a couple major leaders that helped their states tremendously, such as Cesare Borgia, Giovanni Galeazzo, Caesar, Alexander, and Messer Remirro de Orco. Orco who was

“a cruel and vigorous man, to whom he gave absolute powers” and “...unified the whole district, winning thereby great renown”(Machiavelli, *Prince* 21). This ties back to the question of whether it is better to be feared or loved. Even though Orco and the other leaders were feared and successful, they also were not hated.

Machiavelli says that no man should be afraid of being considered cruel. Going on about avoiding hatred Machiavelli says, “...it is perfectly possible to be feared and not hated, and this will be the result if only the prince will keep his hands off property of his subjects or citizens, and off their women”(Machiavelli, *Prince* 46).

Going back to the recurring theme of whether it is better to be feared or loved, Gayle Wilkinson states, “Fear balances love” (240). She takes an example from *The Prince* in which Machiavelli says, “The prince should nonetheless make himself feared in such a way that, if he is not loved, at least he escapes being hatred”( 97). Throughout the entire book Machiavelli continues to hit on this topic. It is the essential takeaway yet controversial topic of his piece of writing. He admits that both love and hate are qualities that are difficult to attain, separate or together. Yet, he says, “...being feared is much safer” (46). There cannot be hate even if there is no love.

Being a leader of the softball team, there are girls on the team that I know do not love me, yet do not hate me. That is how I have their respect. The respect did not come day one either. I had to prove myself to them to show them that I was worthy of their trust and respect. The team has and still does have a lot of drama among the girls on the team. Whether it is about friendships, relationships, or positions on the field, they always find a way to make a problem. At one point, it got

so out of control that I had to hold a meeting to lay it all out on the table. I explained to them right away that if anyone did not speak up then I would start the conversation (since I knew all of the drama that was taking place). At the end of the meeting, I gave them all a little advice. I told them that if they would like to avoid the drama, then to pretend they are taking the role as the captain. Gayle A.

Wilkinson, who has dedicated her studies to Education, Innovation and Research, connects Machiavelli's theories to the education field in her article, "Lessons for Administrators from Machiavelli's 'The Prince'" says, "Listening leadership must wisely control the selection of suggestion to improve the organization"(240). The leader must pay attention to what the organization, state, or team is saying or doing, and go about it in a way in which every party will be benefitted. I explained that as the leader of the team, I have to be civil and open to everyone and everything. I cannot choose whom I like and do not like, whom I listen to and whom I do not. Being the leader of the team, I have to be mature and a role model to everyone else so that they can trust me in coming to me to talk. Once I said this, it was as if I flicked on the light bulb in their heads. They finally could see what they could do to better the team. Being a senior and the only captain, the rest of the team knows that there will be open spots for next year's leaders, and in order to earn that, they must act the part.

Though I avoid being hated by my teammates, I do not hesitate doing something, which I believe benefits them, though they may not like it at first. The difference between this season compared to the last two is that I am the only

captain of the team. This means that when I need to make a decision, I look in myself for that second or third opinion I used find in someone else.

It is a balance of control, fear, and also respect. A prince may be feared but he can also not overstep his powers, just like a citizen cannot overstep his. The best way to explain a success for a prince is that there needs to be the perfect balance. A prince cannot be loved because when there is only love and no fear, respect is lost. The goal for a prince is to have his citizens fear him; however, the problem arises when his citizens hate him. This is because, "...when they are hostile, and feel hatred toward him, he should fear everything and everybody"(Machiavelli, *Prince* 51). With hatred, the fear gets put in the prince, reversing the roles of which it should be. Going off of this idea, good actions are just as harmful as bad ones. For example, Alexander was too good of a man and on the other hand, Severus was one of the few who ended in success. He had character and "kept his soldiers friendly to him and oppressed his people"(Machiavelli, *Prince* 54) causing him to be admired by the people. He was the prime example of showing two sides in order to balance his reign: being both a fox and a lion. The theory of the lion and the fox is based around the perfect balance. Too much of one side will result in disaster. To find the perfect balance is not easy, because if it were then everyone would be qualified to be a successful leader.

Machiavelli speaks a lot on a leader having the balance of both the lion and the fox. Machiavelli says in *The Prince*, "Since a prince must know how to use the character of beasts, he should pick for imitation the fox and the lion. As the lion cannot protect himself from traps, and the fox cannot defend himself from wolves"

(Machiavelli, *Prince* 48). Machiavelli says that any good leader must portray both qualities of each beast. Having only one or the other will not end in a successful state or leader. This concept speaks clearly to the role of being a captain of a team. I believe that I learned a lot about this through the past three years. I am overall very calm and what many people would consider “nice.” Being thrown into the role of a captain at a young age, I came across as shy. I did not want to step on people’s toes so the fox was very present. Even though I knew I had the power, I had to be sneaky and avoid anyone trying to take advantage of me. People would try and go to the coach and find any flaw they could to try and bring me down. I did not give them any flaws to report and take my leadership position away. However, then to now I can see the lion coming out more and more. Leading a team relates to Machiavelli’s idea of the lion and the fox, and how both must be present when being in the place of a leader. He explains that the ferocious beast of the lion must exist, as well as the sneaky fox. The counterbalance of the two makes a successful leader.

Timothy Lukes wrote the article “Lionizing Machiavelli” (2001) which takes Machiavelli’s theory of the lion and the fox and puts his own take on it. “It [*The Prince*] argues that Machiavelli’s lion is not a simple and violent beast, but is rather a complex tutor that complements clinical and lonely foxiness with crucial injections of virility and community” (561). Virility means “manliness” or having strength, energy, and strong. Community meaning sharing characteristics among a group of people. In *The Prince*, Machiavelli tries to explain that a prince or leader should emulate both a lion and a fox. Leading a team I can see both the lion and the fox within myself. “In Machiavelli’s time, the authority of the lion was linked more to

courage, respect, and integrity than to aggression and cruelty, thus solidifying the lion's heraldic identity" (Lukes 567). The same qualities of the lion during Machiavelli's time are the same in which people today view the lion piece of a leader. Not only are the qualities of a lion the same, but every leader even today needs to have the lion's qualities. When a leader has courage and integrity, the respect follows. The common person becomes intimidated when someone in a place of power possesses these qualities. The girls on my team do not have a choice in viewing me as a leader. The choice they do have however, is whether they respect me and listen to me. Because I portray the qualities of the lion, they do respect me and fear me rather than love me.

*The Prince* offers many lessons that can be relevant to leadership roles today. Many people may consider Machiavelli's lessons to be brutal and inhumane but there are lessons within the words he writes. Gayle Wilkinson wrote the article "Lessons for Administrators from Machiavelli's *The Prince*" (1992), in which she relates *The Prince* to educational administration. This sticks out to me because I can relate both *The Prince* and her article to my own life. Post-college, I hope to be a teacher and eventually a principal of a school. This piece of leadership especially as a principal compares to the role of being a captain of a team. As a principal, you are in charge of the students, teachers, and how the school is run. Like being a captain, I am in charge of the players and how the team is run. The challenge of being in charge of girls my age is similar to a principal being in charge of other adults. Many challenges come up in leading other adults in the same profession. One role of a principal is telling teachers how lessons should be taught and what the content will

be on. They even go into the classrooms to watch how they are teaching and conducting their classrooms.

Wilkinson states three relevant lessons in leadership found in *The Prince*, which “include (1) establishing loyalty and cooperation, (2) building an organization, and (3) personal attributes of an effective administrator” (Wilkinson 239). Though organization is crucial to leading, the first and second lessons are what I find to be most important in being an effective leader.

Kendall D’ Andrade wrote an article titled “Machiavelli’s Prince as CEO” (1993). Even though I am not directly linked to the business world, any given situation that contains a ruler and the ruled can be compared to a CEO and their business. Currently being in a classroom for my student teaching practicum, I can see the connections between Machiavelli, a CEO and a teacher. As a senior, my biggest concern is landing a job when I graduate. However, everyone knows the struggle to get a full-time job in your desired career. My past assistant superintendent told me recently in a conversation that she gets thousands of applications a month for full-time teaching jobs, and a lot of times she does not need anyone.

That being said, it makes sense why I would question my chances of getting a job. I discussed this worry with my cooperating teacher and she explained to me that she, like majority of others have to start off as substitutes in order to work herself up. “ In our society both the political and corporate leaders succeed to their positions after occupying a place on the organizational chart relatively near the top; often we think this is where they hone their skills and display their abilities” (D’

Andrade 397). Like anything else, teaching is a career where you must climb the never-ending ladder. First starting out, a teacher and CEO's skills are not at their best based off of lack of experience. As a teacher accompanies more skills, they acquire more power and control over not only the children, but also other teachers. Through all of the power, Machiavelli believed and would still believe today "...provide the best possible environment for all the citizens" (D'Andrade 397). A successful teacher, captain, CEO, or anyone else in a position where they have seniority over others follows this way. A leader will not succeed for long if the citizens, children, or teammates are not in their best interest to better the surroundings and establishment. Machiavelli was a patriot and he wanted the best for Italy, and in order to achieve this, the Prince needed to hold certain qualities.

As said prior, Machiavelli's *The Prince* is universal and can be applied in almost every situation where a leader is present. Being a senior and leaving the world of athletics, I need to take Machiavelli's ideas and apply them to the new phase of my life. Being a three-year captain his theories have done me good and have helped me out a lot when it came to leadership. Post- college I plan to head into the teaching world and lead younger children into being successful human beings and leaders like myself.

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