

**LEADERSHIP ROLE IN IMPROVING THE QUALITY OF INSURANCE BROKER
COMPANY**

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Paper for the Master's degree

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SUMMARY

52 pages, 7 tables, 21 figures, 63 references.

The Master's work is to investigate the leaders of the intrinsic qualities and create an insurance brokerage firm leadership qualities suitable model.

The following methods have been used in the work : the analysis of scientific literature was carried out the authors of scientific publications in Lithuania and abroad leadership, leader, head features topics review and analysis. Analysis of scientific literature showed that the leadership is the process of connecting workers and leaders in joint activities, this is leader's personal impact on employees, provoking visions and changes in the way and the result, which manifests itself as a leader and staff with a common vision of development and the pursuit of goals. Successful leadership skills identified as a whole, which includes : communication, conceptual, problem solving, social skills assessment. The literature distinguishes transformational leadership, here are not met the expectations of subordinates, and trying to change them, employees are inspired to achieve important goals and improve their skills. The emphasis on the influence of the performance, many authors agree that the personal and subject-specific management qualities does the organization's performance.

Questionnaire was chosen as the research method. Questionnaire were made based on the scientific literature listed leadership qualities. Survey data were processed on the basis of the results obtained, and analysis of scientific literature has been created insurance broker companies leadership qualities education model.

The author believes that personal qualities are the most important, and managerial skills and theoretical management knowledge has a lower priority, however, the insurance brokers must be highly valued manager's ability to motivate employees, manager's ability to communicate and

organize teamwork, the leader like an attractive personality, constantly improving and so inspiring employees to learn and grow.

Keywords: head leader, leadership qualities, the insurance brokerage company leader, transformational leadership.