

## Extraordinary Influence: How Great Leaders Bring Out The Best In Others

How did Alan Mulally—an outsider to the auto industry—lead such a spectacular turnaround at Ford? How did Morgan Stanley CEO John Mack keep his company from imploding even as Lehman Brothers collapsed? What is it that enables such extraordinary leaders to galvanize their talents and energy, as well as the talents and energy of those who work for them, to achieve superior performance no matter what challenges they face? Rajeev Peshawaria has spent more than twenty years working alongside top executives at Fortune 500 companies and training them in leadership, including as Global Director of Leadership Development programs at American Express, as Chief Learning Officer at both Morgan Stanley and Coca-Cola, and as one of the founding members of the renowned Goldman Sachs leadership development program known as Pine Street. He knows precisely what makes the difference between those who are simply bosses and those who are superior leaders, and between those who continue to rise to the top levels and those who get stuck along the way. In this lively and remarkably empowering book, Peshawaria offers readers the opportunity to experience the highest level of leadership training available in the world. Introducing the three core principles he has observed are the foundation of the best leadership—that great leaders clearly define their purpose and values; that nobody can motivate another person because everyone comes pre-motivated; and that a leader's job is not to directly produce results but to create the conditions that will harness the energy of others—he details his unique and proven program for achieving leadership excellence. Sharing a wealth of illuminating stories, from those of Mulally's achievement at Ford and Mack's at Morgan Stanley, to how Harvey Golub and Ken Chenault successfully restored American Express to long-term sustainable growth, how Neville Isdell turned the Coca-Cola Company around, and the continuing prowess of Jeff Bezos in growing Amazon.com, he first reveals how extraordinary leaders marshal and sustain the level of energy in themselves that is required and how they enlist a core group of proficient co-leaders. He then outlines how to harness the energy and talents of those at all levels of an organization, igniting their motivation by following his RED guidelines for addressing their core needs concerning their Role, their work Environment, and their career Development. Finally, he introduces his unique Brains, Bones, and Nerves framework for: developing a clear strategy for competitive advantage (the Brains); crafting an optimal organizational structure (the Bones); and fostering a highly cooperative and motivated company culture (the Nerves). Filled with specific tips about the vital questions to ask and simple but powerful steps to follow, *Too Many Bosses, Too Few Leaders* is a manager's essential tool kit for long-term superior performance. You have the capacity to become an extraordinary leader—if you are willing to embrace a deeper definition of leadership and take action to apply it. In *The 4 Dimensions of Extraordinary Leadership*, Jenni Catron, executive church leader and author of *Clout*, reveals the secrets to standout leadership found in the Great Commandment: “Love the Lord your God with all your heart and with all your soul and with all your mind and with all your strength.” Weaving a winsome narrative filled with inspiring real-life stories, hard-won wisdom, and practical applications, Catron unpacks four essential aspects of growing more influential: your heart for relational leadership, your soul for spiritual leadership, your mind for managerial leadership, and your strength for visionary leadership. Leadership isn't easy, but it is possible to move from ordinary to extraordinary. Jenni Catron shows the way.

Discover the formula used by twenty-one of the world's most extraordinary leaders to make consistent and smart decisions. How do the wise decide and lead businesses and organizations to great success is the question Bryn Zeckhauser and Aaron Sandoski posed to themselves after landing their first jobs as managers. Despite the best training the world could offer—Harvard MBAs and stints at McKinsey & Company, the elite powerhouse consulting firm—they felt unprepared when faced with the pressure to make critical decisions. So they set out on a three-year quest to discover how people with remarkable success and experience in both corporate and public life—“the wise”—went about making crucial, often make-or-break decisions. • How did William George, when CEO of Medtronic, get the real story about why a critical tool used by cardiologists was failing and use that information to fix a systemic problem within the company? • When inventor Dean Kamen has to make a decision about investing in a new technology, why does he find it useful to “fill a room with barbarians” to get the best thinking from his team? • How did Shelly Lazarus assess the risks of making a nontraditional career move, a decision that eventually led her to being appointed CEO? • How did Stephen Schwarzman and Peter Peterson, the founders of The Blackstone Group, turn \$400,000 of their own money into one of the world's preeminent alternative asset managers with \$100 billion under management? These and the other accounts of the direct conversations Zeckhauser and Sandoski had with twenty-one major leaders show that between wise decisions and poor ones lie vast fortunes and extraordinary contrasts in success. *How the Wise Decide* distills their wisdom, and it reveals how you can use this wisdom to be on the winning side of the ledger.

New York Times best-selling author John C. Maxwell shows that talent is just the starting point for a successful impact in any organization. It's what takes you beyond your talent that matters. People everywhere are proving him right. Read the headlines, watch the highlights, or just step out your front door: Some talented people reach their full potential, while others self-destruct or remain trapped in mediocrity. What makes the difference? Maxwell, the go-to guru for business professionals across the globe, insists that the choices people make—not merely the skills they inherit—propel them to greatness. Among other truths, successful people know that: Belief lifts your talent. Initiative activates your talent. Focus directs your talent. Preparation positions your talent. Practice sharpens your talent. Perseverance sustains your talent. Character protects your talent. . . . and more! It's what you add to your talent that makes the greatest difference. With authentic examples and time-tested wisdom, Maxwell shares thirteen attributes you need to maximize your potential and live the life of your dreams. You can have talent alone and fall short of your potential. Or you can go beyond talent and really stand out.

How To Win Friends And Influence People

How Great Leaders Bring Out the Best in Others

The Six Mindsets That Distinguish the Best Leaders from the Rest

The Extraordinary Coach: How the Best Leaders Help Others Grow

Everyday People, Extraordinary Leadership

Practicing Positive Leadership

The Leadership Challenge

The first edition introduced the newly emerging field called Positive Organizational Scholarship. Rather than focusing

organizational dysfunction, Positive Organizational Scholarship looks at organizations that are functioning at an unusual level. Learning from such successful groups about what they did right forms the backbone of the strategy, because they can capitalize on the positive and tend to produce life-giving, flourishing outcomes in organizations. The four strategies discussed in this edition included the cultivation of positive climate, positive relationships, positive communication, and positive meaning. This strategy is explained and illustrated. In this revised edition, the author will add the following materials: Chapter 1: Outcomes associated with positive leadership and one more example. Chapter 2: Adding some empirical findings linking positive climate with physiological benefits. Chapter 3: A brief discussion of temporary encounters with positive or negative communication. Chapter 4: Additional research on the results of the positive-to-negative-communication-ratio. Chapter 5: Elaboration on the role of meaning and meaningfulness in work. Chapter 6: More ideas for implementation

The inspirational bestseller that ignited a movement and asked us to find our WHY Discover the book that is captivating millions on TikTok and that served as the basis for one of the most popular TED Talks of all time—with more than 56 million views. Over a decade ago, Simon Sinek started a movement that inspired millions to demand purpose at work, to ask what they were doing for their organization. Since then, millions have been touched by the power of his ideas, and these ideas remain as relevant as ever. *START WITH WHY* asks (and answers) the questions: why are some people and organizations more innovative, more influential, and more profitable than others? Why do some command greater loyalty from customers and employees? Among the successful, why are so few able to repeat their success over and over? People like Martin Luther King Jr., Steve Jobs, and the Wright Brothers had little in common, but they all started with WHY. They realized that people won't truly buy into your service, movement, or idea until they understand the WHY behind it. *START WITH WHY* shows that the leaders who have the greatest influence in the world all think, act and communicate the same way—and it's the opposite of what everyone else is doing. It calls this powerful idea The Golden Circle, and it provides a framework upon which organizations can be built, movements can be led, and people can be inspired. And it all starts with WHY.

The *Challenge Built to Last*, the defining management study of the nineties, showed how great companies triumph over time. Long-term sustained performance can be engineered into the DNA of an enterprise from the very beginning. But what if you have a company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve greatness? For years, this question preyed on the mind of Jim Collins. Are there companies that defy gravity and convert long-term mediocrity or worse into long-term superiority? And if so, what are the universal distinguishing characteristics that allow a company to go from good to great? The *Standards* Using tough benchmarks, Collins and his research team identified 28 companies that made the leap to great results and sustained those results for at least fifteen years. How great? After all, the good-to-great companies generated cumulative stock returns that beat the general stock market by an average of 700% over fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Intel, General Electric, and Merck. The *Comparisons* The research team contrasted the good-to-great companies with a selected set of comparison companies that failed to make the leap from good to great. What was different? Why did the good companies become truly great performers while the other set remained only good? Over five years, the team analyzed all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, the research crew discovered the key determinants of greatness -- why some companies make the leap and others don't. The *Findings* The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy. The findings include: **Level 5 Leaders:** The research team was shocked to discover the type of leadership required to sustain greatness. **The Hedgehog Concept (Simplicity within the Three Circles):** To go from good to great requires transcending the current business model and competence. **A Culture of Discipline:** When you combine a culture of discipline with an ethic of entrepreneurship, you can achieve the magical alchemy of great results. **Technology Accelerators:** Good-to-great companies think differently about the role of technology. **The Flywheel and the Doom Loop:** Those who launch radical change programs and wrenching restructurings will almost always fail to make the leap. "Some of the key concepts discerned in the study," comments Jim Collins, "fly in the face of our current business culture and will, quite frankly, upset some people." Perhaps, but who can afford to ignore these findings?

In this stunning follow-up to his best-selling book, *The Five Temptations of a CEO*, Patrick Lencioni offers up another powerful fable that's every bit as compelling and illuminating as its predecessor. This time, Lencioni's focus is on a leader's crucial role in building a healthy organization--an often overlooked but essential element of business life that is the linchpin of sustained success. Readers are treated to a story of corporate intrigue as the frustrated head of one consulting firm faces a leadership crisis that threatens to topple his company, his career, and everything he holds true about leadership itself. In the end, Lencioni helps his readers understand the disarming simplicity and power of creating organizational health, and reveals the disciplines that they can follow to achieve it.

Why Some Teams Pull Together and Others Don't

How the Wise Decide

The Impact of Extraordinary Leaders

The Lessons of 21 Extraordinary Leaders

Igniting Passion and Performance

9 Steps to Build Your Brand, Establish Your Legacy, and Thrive

How Relationships Make or Break the Success of Leaders and Organizations

**CAN YOU BE A BEST BOSS?** Distilled from accounts of individual best boss stories, research and author experience, this book unlocks the powerful secrets of best boss leadership by providing a systemic approach for leading the best boss way. The authors also suggest strategies for reducing organizational barriers to successful leadership development. This book is offered for those who are looking to make a meaningful leadership difference in this challenging and chaotic world. It will inspire you to become the best possible boss you can be!

The most trusted source of leadership wisdom, updated to address today's realities *The Leadership Challenge* is the gold-standard

manual for effective leadership, grounded in research and written by the premier authorities in the field. With deep insight into the complex interpersonal dynamics of the workplace, this book positions leadership both as a skill to be learned, and as a relationship that must be nurtured to reach its full potential. This new sixth edition has been revised to address current challenges, and includes more international examples and a laser focus on business issues; you'll learn how extraordinary leaders accomplish extraordinary things, and how to develop your leadership skills and style to deliver quality results every time. Engaging stories delve into the fundamental roles that great leaders fulfill, and simple frameworks provide a primer for those who seek continuous improvement; by internalizing key insights and putting concepts into action, you'll become a more effective, more impactful leader. A good leader gets things done; a great leader aspires, inspires, and achieves more. This book highlights the differences between good and great, and shows you how to bridge the chasm between getting things done and making things happen. Gain deep insight into leadership's critical role in organizational health Navigate the shift toward team-oriented work relationships Motivate and inspire to break through the pervasive new cynicism Leverage the electronic global village to deliver better results Business is evolving at an increasingly rapid rate, and leaders must keep pace with the changes or risk stagnation. People work differently, are motivated differently, and have different expectations today—business as usual is quickly losing its effectiveness. The Leadership Challenge helps you stay current, relevant, and effective in the modern workplace.

As a leader, changing your mind has always been perceived as a weakness. Not anymore. In a world that's changing faster than ever, successful leaders realize that a genuine willingness to change their own minds is the ultimate competitive advantage. Drawing on evidence from social science, history, politics, and more, business consultant Al Pittampalli reveals why confidence, consistency, and conviction, are increasingly becoming liabilities—while humility, inconsistency, and radical open-mindedness are powerful leadership assets. In *Persuadable*, you'll learn how Ray Dalio became the most successful hedge fund manager in the world by strategically curbing confidence. How Alan Mullaly saved Ford Motor Company, not by staying the course, but by continually changing course. How one Nobel Prize-winning scientist discovered the cause of ulcers by bravely doubting his own entrenched beliefs. You'll learn how Billy Graham's change of heart helped propel the civil rights movement, and how a young NFL linebacker's radical new position may prove to alter the world of professional football as we know it. Pittampalli doesn't just explain why you should be persuadable. Distilling cutting edge research from cognitive and social psychology, he shows you precisely how. Rife with actionable advice, *Persuadable* is an invaluable guide for today's data-driven, results-oriented leader. "How to Win Friends and Influence People" is one of the first best-selling self-help books ever published. It can enable you to make friends quickly and easily, help you to win people to your way of thinking, increase your influence, your prestige, your ability to get things done, as well as enable you to win new clients, new customers. **Twelve Things This Book Will Do For You:** **Get you out of a mental rut, give you new thoughts, new visions, new ambitions.** **Enable you to make friends quickly and easily.** **Increase your popularity.** **Help you to win people to your way of thinking.** **Increase your influence, your prestige, your ability to get things done.** **Enable you to win new clients, new customers.** **Increase your earning power.** **Make you a better salesman, a better executive.** **Help you to handle complaints, avoid arguments, keep your human contacts smooth and pleasant.** **Make you a better speaker, a more entertaining conversationalist.** **Make the principles of psychology easy for you to apply in your daily contacts.** **Help you to arouse enthusiasm among your associates.** Dale Carnegie (1888-1955) was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking, and interpersonal skills. Born into poverty on a farm in Missouri, he was the author of *How to Win Friends and Influence People* (1936), a massive bestseller that remains popular today.

The 8 Laws of Leadership

Why Some Companies Make the Leap...And Others Don't

The ONE Thing

Leading at The Edge

How to Make a Difference Regardless of Your Title, Role, or Authority

Conversational Intelligence

The Four Obsessions of an Extraordinary Executive

*For the 100th anniversary of the Race to the South Pole, a fresh look at what Shackleton's legendary Antarctic adventure can teach us about true leadership. Stranded in the frozen Antarctic sea for nearly two years, Sir Ernest Shackleton and his team of 27 polar explorers endured extreme temperatures, hazardous ice, dwindling food, and complete isolation. Despite these seemingly insurmountable obstacles, the group remained cohesive, congenial, and mercifully alive—a fact that speaks not just to luck but to an unparalleled feat of leadership. Drawing on this amazing story, *Leading at The Edge* demonstrates the importance of a strong leader in times of adversity, uncertainty, and change. The book reveals 10 timeless leadership lessons that show readers how to:*

- Instill optimism while staying grounded in reality
- Have the courage to step up to risks worth taking
- Consistently reinforce the team message
- Set a personal example
- Find something to celebrate and something to laugh about
- Never give up.

Part adventure tale, part leadership guide, the second edition features additional lessons, new case studies of the strategies in action, tools to uncover and resolve conflicts, and expanded resources. An updated epilogue compares the leadership styles of the famous polar explorers Shackleton, Amundsen, and Scott. Today's leaders have much to learn from this gripping account of survival against all odds. *Leading at The Edge* will help them bring order to chaos—and achieve success in the face of adversity.

- More than 500 appearances on national bestseller lists
- #1 *Wall Street Journal*, *New York Times*, and *USA Today*
- Won 12 book awards
- Translated into 35 languages
- Voted Top 100 Business Book of All Time on Goodreads

People are using this simple, powerful concept to focus on what matters most in their personal and work lives. Companies are helping their employees be more productive with study groups, training, and coaching. Sales teams are boosting sales. Churches are conducting classes and recommending for their members. By focusing their energy on one thing at a time people are living more rewarding lives by building their careers, strengthening their finances, losing weight and getting in shape, deepening their faith, and nurturing stronger marriages and personal relationships. **YOU WANT LESS.** You want fewer distractions and less on your plate. The daily barrage of e-mails, texts, tweets, messages, and meetings distract you and stress you out. The simultaneous demands of work and family are taking a toll. And what's the cost? Second-rate work, missed deadlines, smaller paychecks, fewer promotions—and lots of stress. **AND YOU WANT MORE.** You want more productivity from your work. More income for a better lifestyle. You want more satisfaction from life, and more time for yourself, your family, and your friends. **NOW YOU CAN HAVE BOTH — LESS AND MORE.** In *The ONE Thing*, you'll learn to **\* cut through the clutter \* achieve better results in less time \* build momentum toward your goal \* dial down the stress \* overcome that overwhelmed feeling \* revive your energy \* stay on track \* master what matters to you** *The ONE Thing* delivers extraordinary results in every area of your life—work, personal, family, and spiritual. **WHAT'S YOUR ONE THING?**

*A book written for Leaders who want to more effectively Lead, Coach, and Influence Others.*

*A Leadership Network Publication Become the leader people are proud to follow by opening yourself to the influences that develop character: Anduring relationships with friends, family, and God. Solidly based on Christian values, this practical, visionary, and hope-filled book guides readers through a step-by-step process for developing both personal character and the network of important relationships that enable character to win out, even in the face of setbacks, adversity, and temptations to take short cuts. Leadership is about character, the authors assert, and character weaves values like integrity, honesty, and selfless service into the fabric of our lives, organizations, and cultures. The Ascent of a Leader is written for ordinary people—mothers, husbands, bosses, secretaries, pastors, teachers, and students—who want to develop extraordinary character, find and follow God's plan for their lives, and lead others where they need to go. We all have innate leadership potential. To maximize it, we must do much more than develop performance-based skills, the authors assert. We must consciously choose who and what we allow to influence us, find and develop our humility, and build Anduring relationships with colleagues, family, friends, and God. They offer engaging real-life examples to show how we can grow into our true potential as leaders and inspire us to "make a difference in the 21st century—in our families, our communities, our companies, our government, and even our world." With a foreword by Ken Blanchard.*

*How to Make Extraordinary Things Happen in Organizations*

*What Great Teams Do Great: How Ordinary People Accomplish the Extraordinary*

*How Great Leaders Build Trust and Get Extraordinary Results*

*Start with Why*

*How Ordinary Relationships Develop Extraordinary Character and Influence A Leadership Network Publication*

*All the Leader You Can Be: The Science of Achieving Extraordinary Executive Presence*

*Woman of Influence: 9 Steps to Build Your Brand, Establish Your Legacy, and Thrive*

*Is your leadership a competitive advantage, or is it costing you? How do you know? Are you developing your leadership effectiveness at the pace of change? For most leaders today, complexity is outpacing their personal and collective development. Most leaders are in over their heads, whether they know it or not. The most successful organizations over time are the best led. While this has always been true, today escalating global complexity puts leadership effectiveness at a premium. Mastering Leadership involves developing the effectiveness of leaders—individually and collectively—and turning that leadership into a competitive advantage. This comprehensive roadmap for optimal leadership features: Breakthrough research that connects increased leadership effectiveness with enhanced business performance The first fully integrated Universal Model of Leadership—one that integrates the best theory and research in the fields of Leadership and Organizational Development over the last half century A free, online self-assessment of your leadership, using the Leadership Circle Profile, visibly outlining how you are currently leading and how to develop even greater effectiveness The five stages in the evolution of leadership—Egocentric, Reactive, Creative, Integral, and Unitive—along with the organizational structures and cultures that develop at each of these stages Six leadership practices for evolving your leadership capability at a faster pace A map of your optimal path to greater leadership effectiveness Case stories that facilitate pragmatic application of this Leadership Development System to your particular situation This timeless, authoritative text provides a systemic approach for developing your senior leaders and the leadership system of your organization. It does not recommend quick fixes, but argues that real development requires a strategic, long-term, and integrated approach in order to forge more effective leaders and enhanced business performance. Mastering Leadership offers a developmental pathway to bring forth the highest and best use of yourself, your life, and your leadership. By more meaningfully deploying all of who you are every day, individually and collectively, you will achieve a leadership legacy consistent with your highest aspirations.*

*Discover the eight laws of leadership necessary to make any believer a great leader...whether in church, business, community or home. Learn about the laws of dreams, rewards, credibility, communication, accountability, motivation, problem-solving, and decision-making. This book provides insight that will enhance the skills of current leaders and develop skills in potential leaders. It will help every Christian reach their leadership potential. Discover what it takes to influence others...learn how to become an extraordinary leader. Includes: 125-page paperback book.*

*A systematic look at how relationships determine the success of leaders and their enterprises, along with tools to help strengthen and change them Since time immemorial, relationships have determined the fate of leaders. But today they are more critical to success than ever. No longer can leaders count on long time horizons or sloppy competition to make up for the inefficiencies that poor relationships create. Leaders must make decisions and take actions quickly and well with others, even those with whom they share very little—perhaps not even a time zone. This new world puts relationships at the center of what leaders must understand and master to succeed. Uses in-depth observational studies and clinical research to explore how relationships at the top of organizations work, develop, and change Shows how to understand, strengthen, and transform these relationships, so they can withstand the most intense pressures and conflicts This important book features a Foreword by Peter Senge, author of The Fifth Discipline.*

*The book that cracks the code on executive presence: what it is, why it matters, and how you can achieve it. You know it when you see it. That rare combination of qualities that makes a truly great leader. Until now, executive presence has been hard to define and even harder to develop. But after years of extensive research, executive coach and bestselling author Suzanne Bates and her team have identified the 15 traits you need to be all the leader you can be. Using the research-based, scientifically-grounded Bates Executive Presence Index—Bates ExPITM—you can assess your ability to influence results and maximize your impact, scientifically and systematically. With this proven approach, you can: \* Develop your presence in and out of the boardroom \* Engage, inspire, align, and move others to act and succeed \* Strengthen teams, drive change, and lead with incredible confidence \* Make a real and lasting impact on your company, your career, and your life Bates' groundbreaking approach to enhancing executive presence is not a one-size-fits-all plan. Since every leader is different, the book shows you how to measure your individual qualities using a three-dimensional model of your character, substance, and style. You'll discover how perceptions of 15 distinct facets of your leadership style, such as authenticity, integrity, composure, vision, and intentionality, are proven to help you drive results. . You'll learn how to leverage your strengths, improve your weaknesses, and develop an executive presence that is uniquely your own. Whether you're taking on a new executive position, facing new and exciting challenges, trying to build better and stronger team, or developing new emerging leaders within your organization, All the Leader You Can Be has all the guidance you need to achieve extraordinary executive presence.*

*Developing Your Influence from Anywhere in the Organization*

*Too Many Bosses, Too Few Leaders*

*Elephant in the Room*

*The Leadership Push*

*Leading with Y.E.S.*

*Tools and Techniques That Create Extraordinary Results*

*Best Boss!*

*"Based on extensive interviews with today's . . . corporate leaders, this look at how the best CEOs do their jobs focuses on the mindsets and actions that foster an environment of excellence"--*

People can learn how to lead. This was the position John H. Zenger and Joseph R. Folkman took when they wrote their now-classic leadership book *The Extraordinary Leader*—and it's a fact they reinforce in this new, completely updated edition of their bestseller. When it was first published, *The Extraordinary Leader* immediately attracted a wide audience of aspiring leaders drawn to its unique feature: the extensive use of scientific studies and hard data, which served to demystify the concept of leadership and get readers thinking about the subject in a pragmatic way. Now, Zenger and Folkman revisit the subject to address leaders' most pressing concerns today. The result is an up-to-date, essential leadership guide for the twenty-first century that includes: Late-breaking research on the psychology of leadership New information on leading in a global environment A breakthrough case study on measuring improved leadership behavior Studies revealing the importance of follow-through *The Extraordinary Leader* is a remarkable combination of expert insight and extensive research. The authors analyzed more than 200,000 assessments describing 20,000 managers—by far the most expansive research ever conducted for a leadership book. Zenger and Folkman have created the leadership book of the ages. *The Extraordinary Leader* explains how to build leadership skills that will take you and your organization to unimagined success.

**COACH YOUR BUSINESS TO SUCCESS USING THIS "INTERACTIVE" APPROACH FROM TWO OF TODAY'S MOST FORWARD-THINKING LEADERSHIP GURUS** "A wonderful and indispensable guide to the practice of coaching. The authors are among the most seasoned practitioners around . . . and it shows! Whether you are coaching subordinates or clients, you will want to keep this book close at hand—full of detailed guidance." —Jay A. Conger, Kravis Professor of Leadership Studies, Claremont McKenna College, and author of *Building Leaders and Learning to Lead* "Stinnett and Zenger provide a comprehensive look at the value of coaching inside the organization, complete with a process, tools, and supports for getting started. This book is a great resource and contribution to the field!" —Pam McLean, Ph.D., CEO, Hudson Institute of Santa Barbara "Finally, and I do mean finally, a book has emerged that is the very best guide to the philosophy, competencies, and discipline required to be a coach who makes a true difference in lives of others. This is not a book to read. It is a book to study and live by. Why? Because it is all there: the right questions, the right answers, and the right motives of giving your best to others." —Larry Wilson, CEO, The Wilson Collaborative, and author of *Play to Win!* "The Extraordinary Coach offers a compelling view of what it means to be a truly effective leader— one who empowers and grows capability through coaching. It demystifies coaching into an actionable framework that generates immediate change." —Christy Consler, Vice President, Leadership Development and Sustainability, Safeway, Inc. "Powerful, thought-provoking, and packed with practical tools, concepts, and ideas you can use immediately. It will change the way you think about coaching, and about yourself." —Lou Kaucic, retired Chief People Officer of Applebee's International, founder of Coaches Collective International About the Book: Imagine your workplace filled with curious, creative, committed employees. People who take initiative, who are fearless decision makers, who "own" their work. With the right coaching system in place, this dream will soon become reality. With *The Extraordinary Coach*, leadership guru Jack Zenger and coaching expert Kathleen Stinnett deliver an entire toolbox for coaching your organization to success. While other such books simply tell you how to coach, *The Extraordinary Coach* uses companion videos (at [www.zengerfolkman.com](http://www.zengerfolkman.com)), worksheets, checklists, sample questions, and the latest research findings to provide a full immersion course on becoming the kind of coach who brings dramatic changes to an organization. Applying Zenger and Stinnett's system, you'll see immediate results in your business including: Increased productivity High-energy company culture Dynamic supervisor/employee relationships Creative problem solving Greater risk taking Heightened innovation The authors collected 360-degree feedback assessments from some of the most effective leaders in business today and identified those who were excellent coaches. Then they combined the research with the latest findings from the worlds of psychology, adult development, and systems theory to map out the real science behind effective coaching. The result is a practical, evidence-based coaching system that can be applied in any type of business. When you coach individuals to success, you lead your entire organization to success. This "interactive" package is exactly what you need to master one of today's most critical business leadership skills.

Reinvent yourself as a woman of influence—and become the leader you were meant to be Have you ever felt like your organization's best-kept secret? Are you the go-to person for work that downplays your potential? Do you want to hone your leadership skills while still staying true to who you are? If you answered yes to any of these questions, or if your reputation as a standout contributor is not translating into career advancement, *Woman of Influence* is for you. With more than two decades of experience working with hundreds of thousands of women and clients including eBay, GM, Microsoft, and more, *Be Leaderly* CEO Jo Miller has the strategies, stories, and research to help women shift their focus from doing to leading. In *Woman of Influence*, she provides a practical, hands-on roadmap that walks you through 9 specific steps to build your brand, establish your legacy, and thrive. Each step is reinforced with self-assessments, inspiring exercises, and checklists that have been road-tested by tens of thousands of professional women.

*The Leader's Mind*

*An Integrated Framework for Breakthrough Performance and Extraordinary Business Results*

*Mastering the Art of Leading, Coaching & Influencing Others*

*A Leadership Fable*

*How to Motivate Extraordinary Performance From Ordinary Workers*

*Extraordinary Results*

*Making Extraordinary Leaders Out of Ordinary Believers*

The key to success in life and business is to become a master at Conversational Intelligence. It's not about how smart you are, but how open you are to learn new and effective powerful conversational rituals that prime the brain for trust, partnership, and mutual success. Conversational Intelligence translates the wealth of new insights coming out of neuroscience from across the globe, and brings the science down to earth so people can understand and apply it in their everyday lives. Author Judith Glaser presents a framework for knowing what kind of conversations trigger the lower, more primitive brain; and what activates higher-level intelligences such as trust, integrity, empathy, and good judgment. Conversational Intelligence makes complex scientific material simple to understand and apply through a wealth of easy to use tools, examples, conversational rituals, and practices for all levels of an organization.

A WALL STREET JOURNAL BESTSELLER "Five gritty leaders whose extraordinary passion and perseverance changed history...a gripping read on a timeless and timely topic" —Angela Duckworth, #1 bestselling author of *Grit* An enthralling historical

narrative filled with critical leadership insights, *Forged in Crisis*, by celebrated Harvard Business School historian Nancy Koehn, spotlights five masters of crisis: polar explorer Ernest Shackleton; President Abraham Lincoln; legendary abolitionist Frederick Douglass; Nazi-resisting clergyman Dietrich Bonhoeffer; and environmental crusader Rachel Carson. What do such disparate figures have in common? Why do their extraordinary stories continue to amaze and inspire? In delivering the answers to those questions, Nancy Koehn offers a remarkable template by which to judge those in our own time to whom the public has given its trust. She begins each of the book's five sections by showing her protagonist on the precipice of a great crisis: Shackleton marooned on an Antarctic ice floe; Lincoln on the verge of seeing the Union collapse; escaped slave Douglass facing possible capture; Bonhoeffer agonizing over how to counter absolute evil with faith; Carson racing against the cancer ravaging her in a bid to save the planet. The narrative then reaches back to each person's childhood and shows the individual growing—step by step—into the person he or she will ultimately become. Significantly, as we follow each leader's against-all-odds journey, we begin to glean an essential truth: leaders are not born but made. In a book dense with epiphanies, the most galvanizing one may be that the power to lead courageously resides in each of us. Whether it's read as a repository of great insight or as exceptionally rendered human drama, *Forged in Crisis* stands as a towering achievement.

Declare Y.E.S. loud and clear to create new possibilities in your life and leadership.

The classic for managers seeking to hone their leadership skills into a C-Suite position Updated with copious new research conducted over the past ten years, this landmark work provides everything you need to transform yourself from an effective manager to an extraordinary leader. In addition to the time-proven methods and approaches that has made *The New Extraordinary Leader* one of the most popular leadership books around, this third edition includes •Updated insights on how to demystify leadership•More data on how extraordinary leadership directly benefits employee engagement, customer satisfaction, retention, innovation, and profitability•A brand-new, simplified definition of leadership strengths •Critical research on the importance of developing leadership teams •Three all new chapters that cover: Leadership competencies and how they interplay with each other, The role of cross training in leadership development, and The leader's role in his or her own development

*The Inspiring Leader: Unlocking the Secrets of How Extraordinary Leaders Motivate*

*The Ascent of a Leader*

*Persuadable*

*Forged in Crisis*

*Good to Great*

*The Three Essential Principles You Need to Become an Extraordinary Leader*

*How Great Leaders Change Their Minds to Change the World*

*Learn how you can tackle everyday leadership challenges regardless of your title, position, or authority with this insightful resource A book about leadership for people who are not in formal or hierarchical leadership positions, Everyday People, Extraordinary Leadership provides readers with a comprehensive and practical approach to addressing leadership challenges, no matter the setting or circumstance. Esteemed scholars and sought-after consultants Jim Kouzes and Barry Posner adapt their trademark The Five Practices of Exemplary Leadership® framework to today's more horizontal workplace, showing people that leadership is not about where you are in the organization; it's about how you behave and what you do. Everyday People, Extraordinary Leadership draws on the authors' deep well of research and practical experience to cover key subjects: The essence of making a difference in any role, setting, or situation The difference between positions of authority and leadership The importance of self-development in leadership development This book is perfectly applicable and accessible for anyone who wants to improve their own leadership potential and who isn't yet in an official leadership role. Everyday People, Extraordinary Leadership offers authoritative new insights, original case studies and examples, and practical guidance for those individuals who want to make a difference. You supply the will, and this book will supply the way.*

*Clear and concise steps to develop the confidence and mental edge that sets you apart as a trailblazing leader—the same approach thousands of professional athletes have used to become champions. The Leader's Mind taps into the same tips and techniques honed by top-tier athletes, such as how to get in a "zone," thrive on a team, and stay humble, to become a champion at work and the ultimate team player at home. Based on high-performance psychology research and Dr. Jim Afremow's two decades of experience providing mental training services across the globe to athletes and business leaders, The Leader's Mind will help you master: Valuable leadership lessons through powerful parables and stories from well-known leaders. The actionable steps leaders must take to change their thinking and become the leader they want to be. The necessary mindset to push through the challenges you face and take control of the direction your career and home life are taking. Tips and techniques to overcome seemingly insurmountable odds and challenges in order to excel. Stop struggling with the expectations you face at work and at home by fundamentally changing the way you process what's happening in your life. The mental edge that sets elite athletes apart outlined in this book will help you become the champion leader you want to be.*

*In The 360 Degree Leader Workbook, Maxwell addresses that very question and takes the discussion even further. You don't have to be the main leader, asserts Maxwell, to make significant impact in your organization. Good leaders are not only capable of leading their followers but are also adept at leading their superiors and their peers. Debunking myths and shedding light on the challenges, John Maxwell offers specific principles for Leading Down, Leading Up, and Leading Across. 360-Degree Leaders can lead effectively, regardless of their position in an organization. By applying Maxwell's principles, you will expand your influence and ultimately be a more valuable team member.*

Over a decade ago, Kim Cameron and some colleagues decided that rather than analyze what went terribly wrong with organizations and how to prevent it, they would look at what went extraordinarily right and how to replicate it. This was the birth of positive organizational scholarship, a new field that focused on what they called "positive deviance" -- outcomes that far exceeded normal success. In his previous book *Positive Leadership*, Cameron outlined four leadership strategies -- *Positive Climate*, *Positive Relationships*, *Positive Communications*, and *Positive Meaning* -- that characterize exceptionally high-performing organizations. Here he takes these strategies further by laying out tactics for implementing them. Study after study (some of which are cited in the book) has shown that companies practicing positive leadership far outperform their competitors. So virtue may be its own reward, but it also delivers breakthrough results that any organization can achieve thanks to Kim Cameron's concise, how-to guide.

*Becoming a Leader for Life*

*Strategies for Extraordinary Performance*

*CEO Excellence*

*Positive Leadership*

*Great Leaders Grow*

*Mastering Leadership*

*How Great Leaders Prepare, Perform, and Prevail*

In their bestselling work *The Extraordinary Leader*, performance thought leaders John Zenger and Joseph Folkman revealed the 16 key competencies that separate the top 10 percent of leaders from the rest. Since that book's publication, they and coauthor Scott Edinger discovered, through an extensive study conducted over four years, that leaders who possessed the ability to inspire and motivate outperformed all others. The authors found that the impact of inspiring and motivating others is consistent across different kinds of organizations and within different cultures. *The Inspiring Leader* reveals the authors' newest proprietary research on how top leaders inspire teams to greatness. It discusses the behaviors exhibited by the most successful leaders and includes advice on how to implement them. Drawing from statistically significant data and objective empirical evidence, the book shows how to: Establish a clear vision and direction Use the power of emotions Create stretch goals for your team Foster innovation and risk taking Encourage teamwork and collaboration Champion change, and much more Zenger, Folkman, and Edinger lay out the strategies and concepts used by the world's greatest leaders to motivate their teams. With *The Inspiring Leader* as your guide, you will learn how to put those strategies to work in your own business.

In *The Leadership Push -How to Motivate Extraordinary Performance From Ordinary People*, Bob and Daniel Ramsey guide you on a tour de force of leadership and motivation. They argue a simple but counterintuitive principle: that when ordinary workers feel like important members of the team, they work harder for others than they do for themselves. This provides a blueprint of leadership. On one hand, you need to make workers feel important. On the other hand, you need to make them feel like steadfast members of the team. Together these strategies will affect your every leadership interactions including confrontations about stagnant performance, announcements of new policies, the allocation of limited resources, and celebrations of praiseworthy effort. In a style that is both light and snappy, Bob and Daniel explore clinical studies and robust arguments without sacrificing readability. Their laser focus on real-world application moves each chapter forward quickly. Their clever insights will help you refine your leadership habits in your business and personal life, all while avoiding the classic motivational mistakes that everyone accidentally commits. You're not considering this book to research a postgraduate thesis. Nor do you want to waste your time. You work in the trenches, and you need practical tools to motivate your team to greater performance this quarter. *The Leadership Push-How to Motivate Extraordinary Performance From Ordinary People* provides a step-by-step action plan to help you accomplish just that, providing the practical techniques to improve the productive output of your team. Don't be surprised when you return to this book again and again.

Teamwork makes the dream work. Or not. Human beings are wired to form connections, but that doesn't mean that they are naturally equipped for teamwork. Too many people find that working with others makes them miserable, wastes their time and makes them feel like kicking the dog at the end of the day. *What Great Teams Do Great* is a practical guide to activating the power of choice and the right team processes that create excitement, shared mission, trust and collaboration to achieve bold objectives (and have fun along the way). The age-old question for every leader—how do we bring out the best in those we lead? Anyone who has run a company, raised a family, lead an army, or coached a team struggles to find the key to help others excel and realize their potential. It is surprising how often we resort to criticism vs. an approach that actually results in a better worker and a better person. What if we could speak Words of Life that transform those under our influence and ignite fires of intrinsic motivation? What if those we lead found great purpose in what they do and worked at their jobs with all their heart? Isn't that what leaders, parents and teachers really want? Ultimately, don't we hope to foster intrinsic motivation so that the individuals we lead become better employees, better students or better athletes? Recent discoveries of brain science and the wisdom of top CEO's that Dr. Tim Irwin interviewed for this book give us the answers we've long sought. In most organizations, the methods used to provide feedback to employees such as performance appraisal or multi-rater feedback systems, in fact, accomplish the exact opposite of what we intend. We inadvertently speak Words of Death. Brain science tells us that these methods tend to engage a natural "negativity bias" that is hardwired in us all. Science in recent years discovered that affirmation sets in motion huge positive changes in the brain. It releases certain neurochemicals associated with well-being and higher performance. Amazingly, criticism creates just the opposite neural reaction. The most primitive part of the brain goes into hyper defense mode, compromising our

**performance, torpedoing our motivation and limiting access to our higher-order strengths. How do we redirect employees who are out-of-line without engaging our natural “negativity bias?” Leaders must forever ban the term, “Constructive Criticism.” Brain science tells us that we can establish a connection between the employee’s work and his or her aspirations. This book calls for a new approach to align workers with an organization’s mission, strategy and goals, called Alliance Feedback.**

**Beyond Talent**

**Become Someone Who Gets Extraordinary Results**

**Extraordinary Influence**

**The Open Organization**

**The 360 Degree Leader Workbook**

**The New Extraordinary Leader, 3rd Edition: Turning Good Managers into Great Leaders**

**Leaders Eat Last**

This is a story of reinvention. Jim Whitehurst, celebrated president and CEO of one of the world's most revolutionary software companies, tells first-hand his journey from traditional manager (Delta Air Lines, Boston Consulting Group) and “chief” problem solver to CEO of one of the most open organizational environments he'd ever encountered. This challenging transition, and what Whitehurst learned in the interim, has paved the way for a new way of managing—one this modern leader sees as the only way companies will successfully function in the future. Whitehurst says beyond embracing the technology that has so far disrupted entire industries, companies must now adapt their management and organizational design to better fit the Information Age. His mantra? “Adapt or die.” Indeed, the successful company Whitehurst leads—the open source giant Red Hat—has become the organizational poster child for how to reboot, redesign, and reinvent an organization for a decentralized, digital age. Based on open source principles of transparency, participation, and collaboration, “open management” challenges conventional business ideas about what companies are, how they run, and how they make money. This book provides the blueprint for putting it into practice in your own firm. He covers challenges that have been missing from the conversation to date, among them: how to scale engagement; how to have healthy debates that net progress; and how to attract and keep the “Social Generation” of workers. Through a mix of vibrant stories, candid lessons, and tested processes, Whitehurst shows how Red Hat has blown the traditional operating model to pieces by emerging out of a pure bottom up culture and learning how to execute it at scale. And he explains what other companies are, and need to be doing to bring this open style into all facets of the organization. By showing how to apply open source methods to everything from structure, management, and strategy to a firm's customer and partner relationships, leaders and teams will now have the tools needed to reach a new level of work. And with that new level of work comes unparalleled success. The Open Organization is your new resource for doing business differently. Get ready to make traditional management thinking obsolete.

Finally in paperback: the New York Times bestseller by the acclaimed, bestselling author of Start With Why and Together is Better. Now with an expanded chapter and appendix on leading millennials, based on Simon Sinek's viral video "Millennials in the workplace" (150+ million views). Imagine a world where almost everyone wakes up inspired to go to work, feels trusted and valued during the day, then returns home feeling fulfilled. This is not a crazy, idealized notion. Today, in many successful organizations, great leaders create environments in which people naturally work together to do remarkable things. In his work with organizations around the world, Simon Sinek noticed that some teams trust each other so deeply that they would literally put their lives on the line for each other. Other teams, no matter what incentives are offered, are doomed to infighting, fragmentation and failure. Why? The answer became clear during a conversation with a Marine Corps general. "Officers eat last," he said. Sinek watched as the most junior Marines ate first while the most senior Marines took their place at the back of the line. What's symbolic in the chow hall is deadly serious on the battlefield: Great leaders sacrifice their own comfort—even their own survival—for the good of those in their care. Too many workplaces are driven by cynicism, paranoia, and self-interest. But the best ones foster trust and cooperation because their leaders build what Sinek calls a "Circle of Safety" that separates the security inside the team from the challenges outside. Sinek illustrates his ideas with fascinating true stories that range from the military to big business, from government to investment banking.

The Secret introduced people around the world to a profound yet seemingly contradictory concept: to lead is to serve. With that as the foundation Great Leaders Grow takes the next step, showing leaders how to ensure that they'll be able to effectively serve throughout their careers. The Secret's protagonist, Debbie Brewster, now an accomplished leader herself, becomes a mentor to Blake, her former mentor's son. She teaches him not just how to lead, but emphasizes the critical importance of continually learning and developing his leadership abilities throughout his career. She identifies four areas in which every leader must continue to GROW - Gain Knowledge (of themselves, others, their industry and the field of leadership); Reach Out to Others, both formally and informally; Open their World, at work and outside of work; and Walk toward Wisdom (through self-evaluation, feedback, counsel and over time). This book is for any leader in any organization that needs more and better leaders faster. Its blueprint for culture transformation is a simple yet revolutionary path to sustainable achievement.

**The Power of Leading from Your Heart, Soul, Mind, and Strength**

**A Practical Guide to Discovering and Living Your Extraordinary Story**

**The Making of Five Courageous Leaders**

**How Great Leaders Inspire Everyone to Take Action**

**The Four Dimensions of Extraordinary Leadership**

**The Extraordinary Leader: Turning Good Managers into Great Leaders**

**The Surprisingly Simple Truth Behind Extraordinary Results**