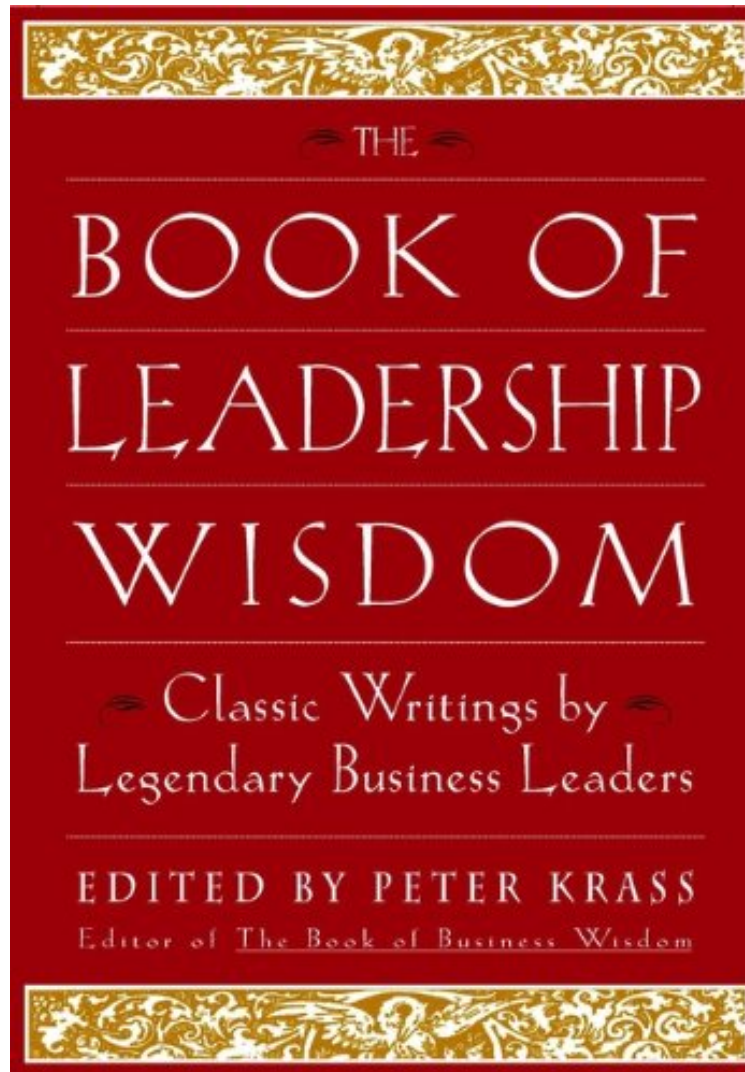


[FREE] The Book of Leadership Wisdom: Classic Writings by Legendary Business Leaders

The Book of Leadership Wisdom: Classic Writings by Legendary Business Leaders

From Wiley

*audiobook / *ebooks / Download PDF / ePub / DOC*



 Download

 Read Online

#2077083 in eBooks 2008-04-21 2008-04-21 File Name: B0014XT076 | File size: 19.Mb

From Wiley : The Book of Leadership Wisdom: Classic Writings by Legendary Business Leaders before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Book of Leadership Wisdom: Classic Writings by Legendary Business Leaders:

0 of 0 people found the following review helpful. This is a collection of Well written classic articles and ...By tghThis is a collection of Well written classic articles and speeches about management issues. It is written by many well known and well regarded managers and consultants. Well worth reading and keeping for a management reference library.1 of 1 people found the following review helpful. Great Lessons Directly from Leaders, in Their Own

WordsBy DrDebIt's probably not a good idea to try to lead by adopting the style of Abraham Lincoln, Winston Churchill, Nelson Mandela, or any other leader. Find your own leadership style, and then decide which lessons from other business leaders would fit well with your own style. One great book that allows you to learn from other business leaders is *The Book of Leadership Wisdom*, which offers more than 50 passages written by leaders ranging from Thomas Edison to Ross Perot. Below are six examples of their wisdom:

- * "The person who heads a company should realize that his people are really not working for him; they are working with him for themselves. They have their own dreams, their own needs for self-fulfillment. He has to help fill their needs as much as they do his. He has to prove to them that he is working as hard as they are, that he is competent in his own role as chief executive... that he is willing to share the risks as well as the rewards of their enterprise." - Harold S. Geneen
- * "People today work very hard, and we should not approach productivity only from the standpoint of working harder. There is another, more rewarding and exciting solution. The experience, perspective and basic operating intelligence possessed by our people represent a large asset that is still vastly underutilized... Our managers should manage people; let people manage their assignments." - Rene C. McPherson
- * "Teamwork cannot be sustained in an environment that shouts down naysayers. If your vision cannot survive attack, it may not be worth defending. There can be no assistance from colleagues whose best judgment is suspended in deference to your vision." - Charles B. Wang
- * "The chief problem of 'big business' today is to shape its policies so that each worker, whether in office or factory, will feel he is a vital part of his company, with a personal responsibility for its success, and a desire to share in that success." - William Cooper Procter
- * "Many [rising young executives] will fail to reach their goals. They will fail not for lack of competence, but because they have a 'people-blindness' that, time after time, traps them into making a technically good decision that just won't work in practice." - Ralph Lazarus
- * "Business is only a form of teaching. You teach people to desire your product; that is selling. You teach workmen how to make the right product; that is manufacturing. You teach others to cooperate with you; that is organization. To succeed in business, it is necessary to make the other man see things as you see them." - John H. Patterson

These are just some examples of the wisdom that you will find in this book. Wishing you success in your own leadership development!

7 of 7 people found the following review helpful. This book doesn't try to tell you what to do, but what had been done before

By Customer

What does it take to be a successful business leader? This book, edited by Peter Krauss, is filled with classic writings by legendary business leaders. Also in this book, the reader will find, behind the inspirational phrases and classic pieces of advice, the stories and examples that will inspire, and turn advice into action. This book is not so much focused on telling one must be done, but focuses on showing what has and can be done. For example, in the late 1800's, National Cash Register's John H. Patterson was in trouble. He was trying to sell a product that everyone resented: the cash register. Why pay for a machine that double-checks the clerk's competency and honesty? Nobody wanted these "thief-catchers" in their stores. No way. Today, no store is without a cash register. This is a tribute to Patterson's great leadership skills. Patterson was a genius at convincing others to accept his new ideas and motivate a sales force to sell those ideas. Another example is offered from ITT's Harold Geneen. Geneen argues that if a leader has to pull rank, the leader is not a leader. He believed that one must be able to inspire hard work and creativity without resorting to commands. J. Paul Getty points out those true leaders know how to battle an inevitable crisis. He adds that leaders love to be challenged. From Levi Strauss's Robert Haas, the reader learns that great leaders must have a deep set of core values and principles. These leaders must not only have them but effectively communicate these beliefs and principles. Best leaders can find ethical solutions to deep conflicts because of a strong belief and principle structure. Learn how Haas had to deal with child labor at a time when child labor was critical debate. This book is full of examples on each page. The reader will see some of the challenges that have faced some of the best known firms, and the great leaders that navigated those treacherous waters, and survived to write about it.

Praise for *The Book of Leadership Wisdom* "For anyone who seeks to understand the nature of effective leadership, in all its many dimensions, this volume will prove invaluable." -Bob Wright President and Chief Executive Officer, NBC

Pearls from *The Book of Leadership Wisdom* "You must capture and keep the heart of the original and supremely able man before his brain can do its best." -Andrew Carnegie

"There's an old proverb that says: 'If you are planning for one year, plant rice. If you are planning for 10 years, plant trees. If you are planning for 100 years, plant people.' To that I would add . . . plant them, but don't forget to move them around every seven to ten years. New eyes give rise to new ideas and opportunities." -Michael Eisner

"You must realize that it is more than money that the men want, it is a sense of ownership." -William Cooper Procter

"You can manage inventory, you can manage things, but you must lead people if you want to tap their full potential." -Ross Perot

T. Coleman du Pont, Andrew Carnegie, J. Paul Getty, A. Montgomery Ward, Thomas J. Watson, Jr., Akio Morita, Jack Welch, David Packard, Ray Kroc, Bill Gates . . . they are among the most respected and influential business leaders of all time. Possessing a rare combination of business genius and true grit, these captains of industry have created unprecedented wealth for their companies and themselves, pioneered revolutionary new industries, and, in some cases, directly shaped the destinies of entire nations. Now, *The Book of Leadership Wisdom* affords you an unprecedented opportunity to hear, in their own words, what these immortals have had to say on the topic of leadership. *The Book of Leadership Wisdom* brings together the essays and

speeches of more than 50 business legends, past and present. Never before have the writings of such a large and diverse group of legendary business leaders been collected between the covers of a book. From leading change to dealing with adversity, creating vision to inspiring employees, the writings contained in this book span the whole range of essential leadership issues. For instance, you'll hear from Harold Geneen on the difference between leading and commanding, Daniel Guggenheim and William Cooper Procter on the advantages of a democratic workplace, Katherine Graham on the importance of credibility, Jack Welch and Ross Perot on leading in adversity, Ray Kroc on self-appraisal, and Ben Cohen and Jerry Greenfield on value-based leadership, to name just a few. For easy reference, the 52 essays contained in *The Book of Leadership Wisdom* are organized into eight categories covering leadership qualities, dealing with adversity, visions of progress, labor relations, company culture, habits and idiosyncrasies, motivating employees, and leading change. Each essay is preceded by a brief introduction that places it in historical perspective and offers interesting and insightful information about its author's life and career. And throughout each essay, passages have been highlighted that call attention to each contributor's most pithy, profound, or quirky ideas. Offering timeless wisdom from the most successful business leaders ever, *The Book of Leadership Wisdom* is must reading for managers at every level, from the junior executive cubicle to the presidential suite.

From Library Journal These talks by well-known business executives cover a wide range of subjects. Bill Gates speaks about the future; Michael Eisner discusses creativity; Ben Cohen and Jerry Greenfield believe that a corporation should support liberal social causes; and the late Roberto Goizueta, CEO of Coca-Cola, believes that business has one purpose, to make profits, period. The views expressed are stimulating, and the narration by Richard Poe is polished. Recommended for business collections in large libraries. DMark Guyer, Stark Cty. Dist. Lib., Canton, OH Copyright 2001 Reed Business Information, Inc. From the Publisher An anthology of 50 essays and speeches on the topic of leadership, this book offers insights from some of the most successful leaders throughout history. Andrew Carnegie, Al Dunlap, Bill Gates, and Jack Welch are among the many leaders whose thoughts, ideas, and strategies grace the pages of this book. Each selection is introduced by the editor, providing interesting and relevant background information on each leader. The essays discuss leadership issues such as the qualities a leader should have, creating and implementing ideals and visions, leading by example, encouraging change, motivating and inspiring employees, cultivating loyalty at one's company, and hiring and firing employees. The book also highlights especially inspirational quotes by the leaders, and includes both an alphabetical listing as well as a chronological listing of the leaders featured. From the Back Cover Praise for *The Book of Leadership Wisdom* "For anyone who seeks to understand the nature of effective leadership, in all its many dimensions, this volume will prove invaluable." -Bob Wright President and Chief Executive Officer, NBC Pearls from *The Book of Leadership Wisdom* "You must capture and keep the heart of the original and supremely able man before his brain can do its best." -Andrew Carnegie "There's an old proverb that says: 'If you are planning for one year, plant rice. If you are planning for 10 years, plant trees. If you are planning for 100 years, plant people.' To that I would add . . . plant them, but don't forget to move them around every seven to ten years. New eyes give rise to new ideas and opportunities." -Michael Eisner "You must realize that it is more than money that the men want, it is a sense of ownership." -William Cooper Procter "You can manage inventory, you can manage things, but you must lead people if you want to tap their full potential." -Ross Perot T. Coleman du Pont, Andrew Carnegie, J. Paul Getty, A. Montgomery Ward, Thomas J. Watson, Jr., Akio Morita, Jack Welch, David Packard, Ray Kroc, Bill Gates . . . they are among the most respected and influential business leaders of all time. Possessing a rare combination of business genius and true grit, these captains of industry have created unprecedented wealth for their companies and themselves, pioneered revolutionary new industries, and, in some cases, directly shaped the destinies of entire nations. Now, *The Book of Leadership Wisdom* affords you an unprecedented opportunity to hear, in their own words, what these immortals have had to say on the topic of leadership. *The Book of Leadership Wisdom* brings together the essays and speeches of more than 50 business legends, past and present. Never before have the writings of such a large and diverse group of legendary business leaders been collected between the covers of a book. From leading change to dealing with adversity, creating vision to inspiring employees, the writings contained in this book span the whole range of essential leadership issues. For instance, you'll hear from Harold Geneen on the difference between leading and commanding, Daniel Guggenheim and William Cooper Procter on the advantages of a democratic workplace, Katherine Graham on the importance of credibility, Jack Welch and Ross Perot on leading in adversity, Ray Kroc on self-appraisal, and Ben Cohen and Jerry Greenfield on value-based leadership, to name just a few. For easy reference, the 52 essays contained in *The Book of Leadership Wisdom* are organized into eight categories covering leadership qualities, dealing with adversity, visions of progress, labor relations, company culture, habits and idiosyncrasies, motivating employees, and leading change. Each essay is preceded by a brief introduction that places it in historical perspective and offers interesting and insightful information about its author's life and career. And throughout each essay, passages have been highlighted that call attention to each contributor's most pithy, profound, or quirky ideas. Offering timeless wisdom from the most successful business leaders ever, *The Book of Leadership Wisdom* is must reading for managers at every level, from the junior executive cubicle to the

presidential suite.