



vision of leadership for the future. Returning Contributors: Ken Blanchard with Dennis Carey, Stephen Covey, Marshall Goldsmith, Charles Handy, Sally Helgesen, Rosabeth Moss Kanter, Jim Kouzes & Barry Posner, Richard Leider, Ed Schein, Peter Senge, and Dave Ulrich with Norm Smallwood. New Contributors: John Alexander, Darlyne Bailey, Howard Gardner with Lynn Barendsen, Usman Ghani, Ronald Heifetz, Joe Maciariello, Jan Masaoka, John Mroz, Brian O'Connell, Jeff Pfeffer, Ponchitta Pierce, Srikumar Rao, General Eric Shinseki, R. Roosevelt Thomas, Noel Tichy with Chris DeRose, and Tom Tierney. "Hesselbein and Marshall Goldsmith, one of the USA's top executive coaches, edited the collection The Leader of the Future 2. Its 27 eloquent essays provide a kind of hopeful, idealistic best-case scenario for future leaders of non-profits and businesses. This is not a cookie-cutter, how-to approach. The job of the essayists is to provide food for thought and goals. The high quality of writing here should inspire anyone who has aspirations for leadership." —Bruce Rosenstein, USA Today

This book, now in its second edition, continues to provide a thorough treatment of the principles of management and administration. The contents of this book in this edition have been enhanced to serve the expanding needs of management students. Divided into eleven parts, this book in Part I (Introduction) provides an overview of the key concepts of management. In Part II (Planning) and in Part III (Organising and Staffing), the emphasis has been laid on the traditional functions of management. Similarly, Part IV (Direction and Controlling) and Part V (Management in Future) of this book outline the key futuristic thoughts. As the book advances to Part VI (Personnel Management) and Part VII (Financial Management), it explains the best practices and steps to their implementation its potential benefits and pitfalls. Part VIII (Production Management) deals with the organisational functions. Part IX (Marketing Management) and Part X (Management Information System) of this book discuss the role played by the information system in an organisation. Finally, in Part XI (Project Management), it describes the meaning, life cycles and the method of preparing a project in an organisation. Designed for the students of B.Com (Pass and Hons.) and BBA courses, this book will also be valuable to all those who are studying for professional qualifications such as MBA, CA, ICWA and CS. NEW TO THIS EDITION ? Includes three new parts—Part VIII (Production Management); Part X (Management Information System) and Part XI (Project Management) ? Contains two new chapters, Organisational Culture and Group Dynamics (Chapter 11) and Career Strategy and Career Development (Chapter 23). ? Incorporates new sections in several chapters to broaden the coverage.

Hailed as "a warm and useful read," A Class with Drucker brings to life invaluable advice from the world's greatest thinker and writer on management. From 1975 to 1979, author William Cohen studied under the great Peter Drucker and became the first graduate of his doctoral program. What Drucker taught him literally changed his life. In a matter of a few years, he was recommissioned in the Air Force and rose to the rank of major general. Eventually, he became a full professor, management consultant, multibook author, and university president--all while maintaining a nearly lifelong friendship with the master. In A Class with Drucker, Cohen shares many of Drucker's teachings that never made it into his countless books and articles, ideas that were offered to his students in classroom or informal settings. Cohen expands on Drucker's lessons with personal anecdotes about his teacher's personality, lack of pretension, and interactions with students and others. He also shows how Drucker's ideas can be applied to the real-world challenges managers face today. Enlightening and intriguing, this book will enable anyone to gain from the timeless wisdom of the inspiring man himself.

The woman BusinessWeek called the "grande dame of Americanmanagement" shares her vision of leadership Frances Hesselbein rose from a volunteer troop leader to becomeCEO of the Girl Scouts of the USA. During her tenure Hesselbeintransformed the Girl Scouts and created one of the most vibrant andrecognized organizations in the world. In the course of herbrilliant career, she was recognized by Fortune magazine as the"Best Nonprofit Manager in America" and was awarded thePresidential Medal of Freedom. Now, for the first time, FrancesHesselbein has collected her most incisive and stirring writings onthe topic of leadership in one compelling book. The book affirmsHesselbein's specific leadership principles that will give readersthe inspiration to go forth and become exemplary leaders. It isalso filled with the practical knowledge readers need so they canmake a difference every day. These gems of leadership wisdominclude Hesselbein's thoughts on innovation, change, diversity, andwhat it means to be a woman leader. At the heart of the book isHesselbein's belief that leadership is about character-a questionof how to be, not how to do it. Hailed by Warren Bennis, PeterSenge, Jim Collins, Peter Drucker, and others as one of the mostinnovative and inspired leaders today, Frances Hesselbein givesreaders a star to steer by. Hesselbein on Leadership willengage, energize, and motivate readers to do their best and bethair best. Frances Hesselbein (New York, NY) is the Chairman of thePeter F. Drucker Foundation for Nonprofit Management and Editor inChief of Leader to Leader, the premier leadership journal. She is arecipient of the Presidential Medal of Freedom and the coeditor ofnumerous books on leadership including The Leader of theFuture (Jossey-Bass: 0-7879-5204-4) and The Organization ofthe Future, The Community of the Future (Jossey-Bass:0-7879-5203-6).

A unique, indispensable resource for both student and scholar, this collection gathers together key material to enable readers to explore the impact of Drucker's ideas.

"A major generational change is coming to the water and wastewater industry as the Baby Boomers retire. As with any major change this will present both problems and opportunities to utility managers" -- p. xv.

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Would you like to really know how to empower employees to take greater charge over their careers? To teach employees how to take more responsibility for their performance appraisals? To delegate work to employees? You'll get clear direction in Quality Leadership - a practical manual that addresses today's need for quality performance and gives techniques for handling a wide array of employee problems. This how-to-do-it resource for new and future leaders explains basic leadership tasks in a simple, step-by-step manner. It is full of practical advice - not theories - and outlines clear standards of performance. Even if you have been trained - and retrained - in leadership principles, you'll pick up fresh, new techniques here. The 22 chapters show you how to handle the many day-to-day interactions that are key to empowering your employees and helping them be more productive and fulfilled. You'll gain down-to-earth, clear directions for how to: Delegate, solve problems, make decisions, plan, develop objectives with employees, conduct effective performance appraisals, manage time, conduct meetings, interview and select employees, develop employees, manage organizational transitions and lead others. The many detailed worksheets included will help you apply on the job what you learn. If you follow these standards of performance, you will become a good leader. Your organization will thank you. And so will your employees.

Concept And Mature Of Management 2. Evolution Of Management Thought 3. Management Process 4. Social Responsibility Of Business 5. Coordination 6. Nature And Process Of Planning 7. Method And Types Of Plans 8. Forecasting And Decision-Making 9. Management Information System 10. Organizing Functions 11. Departmentation And Organization Structure 12. Authority And Responsibility 13. Delegation And Decentralisation 14. Organisation Chart And Manual 15. Nature And Scope Of Staffing 16. Training And Development 17. Performance Appraisal And Promotion 18. Direction And Supervision 19. Motivation And Morale 20. Leadership 21. Communication 22. Process Of Control 23. Techniques Of Managerial Control 24. Organisational Conflicts And Grievances 25. Organisational Change 26. Management By Objectives And Workstress 27. Total Quality Management 28. Case Study Method

Proven leadership strategies used by combat and business leaders to accomplish impossible goals Heroic Leadership examines military leadership principles as they apply to business and life. Leadership expert and retired general William Cohen describes the eight universal laws of leadership and explains why heroic leadership has worked so successfully and ethically for thousands of years despite severe

conditions of risk, uncertainty and hardship. He also shows how to implement Heroic Leadership to attract fellowship, use influence tactics, develop self-confidence, build, coach, and motivate a team, take charge in crisis situations, and take action. Includes real-world examples from business as well, as battle, that follow the eight universal laws Contains proven strategies and techniques to apply the universal laws and multiply the productivity of any group or organization Suggests little-known, but highly effective methods for building teamwork and esprit de corps Based on the classic, bestselling books on leadership The New Art of the Leader and the Stuff of Heroes With a timeless approach to leadership, Heroic Leadership offers innovative ideas for motivating people and helping them to achieve new heights of personal and group performance

Drawing on the influence of Peter Drucker and other mentors as well as his own years of experiences as a pastor, administrator and college president, Gayle Beebe has developed a pyramid of leadership principles that define a leader of influence and integrity. Discover what it takes to be effective in your sphere of influence.

THE ESSENTIAL MARKETING WISDOM OF PETER DRUCKER "Bill Cohen has done us a wonderful service by faithfully combing through Peter Drucker's vast writings and weaving together Peter's thoughts on marketing. This has never been done before." -- Philip Kotler, from the Foreword Considered the single most important thought leader in the world of management, Peter Drucker had an equally significant influence on the discipline of marketing. Although he didn't approach marketing with the same systematic rigor he reserved for management, Drucker addressed the topic in detail in his wellknown treatises on the roles of profitability and leadership, the importance of innovation, and the need to seize new opportunities. Drucker on Marketing is the first comprehensive look at the marketing wisdom of one of modern history's most influential business thinkers. A former student of Peter Drucker, William Cohen has sifted through Drucker's huge body of work, singled out his most salient ideas on marketing, and constructed them into a framework that not only outlines Drucker's marketing philosophy but provides practical advice on how to achieve marketing goals in today's business setting. The book is organized into five thematic sections: The Ascendancy of Marketing Innovation and Entrepreneurship Drucker's Marketing Strategy New Product and Service Introduction Drucker's Unique Marketing Insights For Drucker, profitability should not be the main focus of a business. The customer should be; the market should be. He didn't consider marketing as one of many tools to generate profits. Rather, he viewed marketing as the driving force of business, a philosophy for defining and capturing the most enriching customer opportunities. Providing unique insight into the mind of one of the twentieth century's greatest thinkers, Drucker on Marketing is an essential read for both marketing professionals and fans of Peter Drucker. Praise for Drucker on Marketing "Bill Cohen's interpretation of Drucker's work has never been needed more than today, when marketing spells the difference between success and failure." -- Frances Hesselbein, President and CEO, The Frances Hesselbein Leadership Institute "It is my desire that those in positions of influence, especially executives, professors, and students, take Cohen's advice in this book to heart and help their organizations to help us all." -- Joseph A. Maciariello, Horton Professor of Management, The Drucker School of Management, and coauthor of The Drucker Difference "Drucker on Marketing reflects Bill Cohen's unique ability to understand and communicate Peter Drucker's thoughts and ideas about [marketing] with the added touch of how to implement them in a dynamic and changing world." -- C. William Pollard, Chairman Emeritus, The ServiceMaster Company "Drucker said it best when he said that marketing and innovation are the most important business functions because they generate new customers. So, believe me, anything he said about marketing is worth reading. There's no better thinker." -- Jack Trout, global marketing expert, President, Trout & Partners Ltd., and bestselling coauthor of Positioning "Bill Cohen has synthesized and analyzed and brought to life the single subject that, in many respects, lies at the heart of all of Drucker's writing: how to create a customer. This is a major contribution." -- Rick Wartzman, Executive Director, The Drucker Institute, and columnist for Forbes.com

A strategic leader is essentially the leader of any organization and someone who has to steer the company in times of change, whilst motivating and inspiring their team. Strategic Leadership from the renowned leadership expert John Adair encourages leaders to focus on tomorrow rather than yesterday. It explores the nature and origin of strategic leadership, transferable skills and the art of inspiring others. It then describes the role itself and broad functions of that role such as building and maintaining a team, achieving a common task and motivating and developing the individual. It moves on to assess the skills you need to be effective, and the seven generic functions that make up the role of strategic leader which include providing direction, strategic thinking and planning, building partnerships and developing tomorrow's leaders. Full of checklists, summaries and historical examples, Strategic Leadership will encourage you to ask the right questions whilst defining the role and skills of a strategic leader. Although Peter Drucker, "The Father of Modern Management," died in 2005, his timeless teachings are studied and practiced by forward-thinking managers worldwide. His lessons and wisdom on the topic of leadership—the central element of management—are in constant demand, yet he wrote little under that actual subject heading. In Drucker on Leadership, William A. Cohen explores Drucker's lost leadership lessons—why they are missing, what they are, why they are important, and how to apply them. As Cohen explains, Drucker was ambivalent about leadership for much of his career, making it clear that leadership was not by itself "good or desirable." While Drucker struggled with the concept of leadership, he was well aware that it had a critical impact on the accomplishment of all projects and human endeavors. There is no book from Drucker specifically dedicated to leadership, but a wealth of information about leadership can be found scattered throughout his 40 books and hundreds of articles. Drucker's teachings about leadership have saved many corporations from failure and helped guide others to outstanding success. Many of the leadership concepts revealed in this book will surprise and perhaps shock Drucker's followers. For example, who would have thought that Peter Drucker taught that "leadership is a marketing job" or that "the best leadership lessons for business or any nonprofit organization come from the military"? Written for anyone who values the insights of the man whose name is synonymous with excellence in management, Drucker on Leadership offers a deeper understanding of what makes an extraordinary leader.

Organizations are complex social systems, and dysfunctionalities can settle in very quickly and almost unnoticed, costing valuable time and resources. In a highly volatile and complex world where mistakes are virtually unforgivable, the ability to rapidly and accurately diagnose dysfunctionalities, and familiarity with the right governance and leadership principles, have thus become vital for organizations' success. This volume, the second in a set of three, introduces readers to the Viable System Model (VSM)-based diagnosis and governance of organizations. Readers will be familiarized with a broad range of dysfunctional patterns that can impede an organization's viability, while also deepening their understanding of organizational viability gained in Volume 1. This volume examines in detail the highly dynamic nature of organizations, the multiple equilibrium systems that need to be kept in mind, and the intricate nature of leadership in organizations. It addresses fundamental organizational and managerial issues/topics such as the functioning of hierarchies, the "right" degree of centralization, the various challenges throughout an organization's lifecycle, and the vital role of conflicts for organizational health. The insights

derived from the VSM in this volume will provide readers with a comprehensive, nuanced, and sound conceptual foundation for questions concerning the diagnosis and governance of organizations, the tasks, challenges and principles of leadership, and the implementation of strategies in organizations. "This compendium is a most welcome contribution to Organizational Cybernetics. Lassi provides a detailed analytical and insightful perspective on the currently most powerful organization theory, which is a key to mastering complexity: the Viable System Model. The author also finds new, creative ways of showing the practitioner how to make the model work. If you apply it properly, you can reap huge benefits: the viability of your organization and a prosperous future." Prof. em. Dr. Markus Schwaninger, University of St. Gallen "There is nothing more practical than a good theory" (K. Lewin). This is exactly what Lassi's books exemplify and prove. By advancing the VSM-based organizational theory and providing ample application-related examples, these books allow the readers to look at their organizations and management from a new perspective, and provides them with the knowledge to trigger and implement practical organizational changes. I have been able to draw upon many cutting-edge examples from Lassi's books for my lectures on the VSM, which have repeatedly convinced students of its value and enabled them to gain an in-depth understanding of the VSM. Particularly Lassi's elaborations on variety management and on the axiom of requisite vertical eigen-variety are cornerstones for every organizational design project, for value-oriented management, and for the overall viability of the organization. I highly recommend the book to all managers looking for ideas for future-oriented design of organizations and of value creation." Prof. Dr. Matthias Müller-Wiegand, Vice President Department Business and Law, Rheinische Fachhochschule Köln/University of Applied Sciences

Why, when traditionally organized religious groups are seeing declining membership and participation, are networks of independent churches growing so explosively? Drawing on in-depth interviews with leaders and participants, *The Rise of Network Christianity* explains the social forces behind the fastest-growing form of Christianity in the U.S., which Brad Christerson and Richard Flory have labeled "Independent Network Charismatic." This form of Christianity emphasizes aggressive engagement with the supernatural—including healing, direct prophecies from God, engaging in "spiritual warfare" against demonic spirits—and social transformation. Christerson and Flory argue that macro-level social changes since the 1970s, including globalization and the digital revolution, have given competitive advantages to religious groups organized as networks rather than traditionally organized congregations and denominations. Network forms of governance allow for experimentation with controversial supernatural practices, innovative finances and marketing, and a highly participatory, unorthodox, and experiential faith, which is attractive in today's unstable religious marketplace. Christerson and Flory hypothesize that as more religious groups imitate this type of governance, religious belief and practice will become more experimental, more orientated around practice than theology, more shaped by the individual religious "consumer," and authority will become more highly concentrated in the hands of individuals rather than institutions. Network Christianity, they argue, is the future of Christianity in America.

In a clear and compelling voice, Frances Hesselbein delivers key leadership lessons. Tracing her own development as a leader, she narrates the critical moments that shaped her personally and professionally: from her childhood in Pennsylvania, to moving up from Girl Scout troop leader to Girl Scout CEO, to founding and leading the Leader to Leader Institute, to her friendships and experiences with some of the greatest leaders and thinkers of our time. Each chapter includes an inspirational story, a key lesson and how to apply it to daily life.

Drucker on Leadership New Lessons from the Father of Modern Management John Wiley & Sons

Peter Drucker was timely and inopportune at the same time. It is clear that from his continual formation there has been born a singular, and at the same time multi-faceted, philosophy, which is deliberately difficult to summarize. This book shows the lesser-known side of Peter Drucker as far as his views on his own ideas are concerned.

Do you have to lower your ethical standards in order to succeed at your job? High-Performance Ethics authors Wes Cantrell and James Lucas say that the answer is no. The authors outline ways to make ethical decisions (based on the Ten Commandments) that lead to highly successful business practices. High-Performance Ethics includes tips on how to lead a team with integrity, practical tools for resisting the pressure to compromise workplace standards, and encouragement for workers who want to see strong businesses—and strong values—thrive. 10 Principles: First Things Only (priorities) Ditch the Distractions Align with Reality (never claim support for a bad cause) Find Symmetry Respect the Wise Protect the Souls Commit to the Relationships Spread the Wealth Speak the Truth Limit Your Desires

About This Book Need real-world tools that you can use immediately to transform your leadership skills? Want to avoid the common mistakes of other leaders that destroy their careers? Ready for others to think of you as an effective leader who is skilled at getting results? Using insights from brilliant people like Albert Einstein, Maya Angelou, Lao Tzu, Theodore Roosevelt, and Peter Drucker, Robert identifies 12 core leadership principles that you can use to transform your leadership skills at your workplace. Immediately useful, this book is an instructive step-by-step roadmap. It includes worksheets to help you apply the leadership, communication, change management, and personal development principles back at your workplace. This book is a practical action guide that will help you to achieve the following: Create a positive work environment for your employees to gain their cooperation and get the results that you need Communicate effectively with your employees on a continual basis to meet organizational objectives Become an agent of change to bring about positive outcomes for your employees and work unit Take charge of your own leadership development to meet your own organizational objectives

Why Drucker's Ideas Matter More Now than Ever "This book is an excellent way to understand how Drucker's ideas apply to today's dilemmas, be they the problems faced by organizations, by governments, or by individuals." -from the Foreword, by Charles Handy "This compilation of smart essays on the 'Drucker difference' illustrates how astonishingly wide the wings of

Drucker's wisdom have spread. We all stand gratefully in his shadows, silent in awe." —Warren Bennis, Professor Emeritus, University of Southern California "Peter Drucker is more than a 'management writer.' He literally created the foundation on which a Functioning Society rests. In *The Drucker Difference*, Peter's closest colleagues extend and amplify his tour de force body of ideas and ideals. It is the next step forward." —Bob Buford, Chairman, The Drucker Institute, and Founder, Leadership Network "Much has been written by and about my friend and mentor, Peter Drucker. But this book is different. It is written by those who knew and understood him as friends and faculty colleagues and reflects his thoughts and principles as they are currently being taught to those who will be making a difference for tomorrow." —C. William Pollard, Chairman Emeritus, The ServiceMaster Company "Hats off to the Drucker faculty members for putting the tacit knowledge they gained from working together with Peter Drucker into explicit knowledge through the publication of this book." —Ikujiro Nonaka, Professor Emeritus, Hitotsubashi University, Japan, and Xerox Distinguished Faculty Scholar, University of California at Berkeley "The Drucker Difference is a unique book that enables present and future executives to capitalize on Peter Drucker's wisdom and to comprehend that knowledge from an entirely new perspective." —Minglo Shao, Chairman, Bright China About the Book: Peter F. Drucker was one of the most influential business thinkers in history. Considered the father of modern management, he was concerned not only with the human side of management, but also with the larger societal roles played by both companies and the individuals within them. If there has ever been a time when such thinkers are relevant, it is now. *The Drucker Difference* casts new light on Drucker's business philosophy, analyzing his most important ideas in the context of today's business world. Through individual contributions by professors from The Peter F. Drucker and Masatoshi Ito Graduate School of Management, it combines expert insight and current scholarship to reveal how organizations and executives can interpret and apply Drucker's timeless ideas. Today's top business thinkers provide sixteen chapters analyzing Drucker's views on the most critical issues of our time, including: Government, business, and civil society (Ira Jackson) The interplay of values and power within companies (Karen E. Linkletter and Joseph A. Maciariello) Applying collaboration to "knowledge work" (Craig L. Pearce) Drucker's management vision (Richard Smith) Economic environment, innovation, and industry dynamics (Hideki Yamawaki) Each contributor explains a single, classic aspect of Drucker's work, examines its implications in today's business environment, and applies an up-to-date and contemporary interpretation of Drucker's wisdom. Covering everything from marketing and leadership to strategy and governance, *The Drucker Difference* is both a timely new assessment and a valuable addition to the canon of Drucker literature.

How can management be developed to create the greatest wealth for society as a whole? This is the question Peter Drucker sets out to answer in *Innovation and Entrepreneurship*. A brilliant, mould-breaking attack on management orthodoxy it is one of Drucker's most important books, offering an excellent overview of some of his main ideas. He argues that what defines an entrepreneur is their attitude to change: 'the entrepreneur always searches for change, responds to it and exploits it as an opportunity'. To exploit change, according to Drucker, is to innovate. Stressing the importance of low-tech entrepreneurship, the challenge of balancing technological possibilities with limited resources, and the organisation as a learning organism, he concludes with a vision of an entrepreneurial society where individuals increasingly take responsibility for their own learning and careers. With a new foreword by Joseph Maciariello This book is about project success and the secret to achieving this success, effective project leadership. Filled with samples, templates, and guidelines, it covers the five principles of effective project leadership: building vision, nurturing collaboration, promoting performance, cultivating learning, and ensuring results. Using nontechnical language, this practical guide explains how to integrate these principles into daily work to help you effectively set up, manage, and align your projects for success. Praise for: ... a great leadership book with five sound leadership principles. ... any project manager or leader would benefit from this book. ... filled with common sense suggestions on how to start new projects using the five principles and what to do to bring troubled projects back into alignment. —Patrick S. Durkin, Retired U.S. Army Lieutenant Colonel in *PM World Today*, December 2010, Vol. XII, Issue XII I love this book. ... fun and interesting to read ...on my short list of recommended readings and references for an effective leader's toolbox. —Neal Whitten, PMP, Best Selling Project Management Author ... a great resource for not only projects, but for success in life in general. —Lee Cockerell, Former Executive V.P., Walt Disney World Resort ... an essential step-by-step reference for the professional project manager. —Robert Urwiler, CIO, Vail Resorts Inc. Thomas Juli has drawn on his substantial experience in project management to show the way to success. —Murray Weidenbaum, Former Chairman of the Council of Economic Advisers under President Ronald Reagan ... contains many helpful suggestions for creating 'Wow Projects': i.e. projects that surprise and delight their clients. —Stephen Denning, Author of *The Leader's Guide to Radical Management* and *The Secret Language of Leadership* ... provides an excellent range of tools and advice to elevate your project role from manager to leader. —Peter Taylor, Accomplished Leader, Professional Speaker, and Author of *The Lazy Project Manager* ... provides the reader with solid leadership concepts that are supported with a clear understanding of how to apply them specifically in the project environment. —Michael O'Brochta, PMP, President, Zozer, Inc., Former Senior Project Manager at the CIA, Thought Leader, Author, Lecturer, and Trainer ... practical examples and templates enhance the quality of this exceptional book. —Ginger Levin, Ph.D., PMP, PgMP, Project Management Consultant, and Lecturer, University of Wisconsin-Platteville

Farnsworth argues that an imbalance of power exists in higher education that favors internal self-interests over student development and public service, an imbalance that has eroded the rigor and efficacy of the undergraduate curriculum. If higher education is to serve all who must benefit from its programs and services, presidents and senior administrators must restore this balance, and must effectively represent the interests of students and society as a whole. This book offers critical information for faculty and administrators alike, *Leadership as Service* reframes an agenda for higher education, challenging presidents to give voice to those who are now underserved, and restore the primacy of teaching and learning within the academy. "'God allows us to experience the low points of life in order to teach us lessons we could not learn in any other way. The way we learn those lessons is not to deny the feelings but to find the meanings underlying them.'" -Stanley Lindquist It is rightly said that wise persons learn from the experiences of others whereas foolish persons learn by their own experiences. This book helps you become a wise person by learning from the experiences of others. It is packed with the case studies of various international leaders such as Peter Drucker, Marshall Goldsmith, Frances Hesselbein, Florence Nightingale, Barack Obama, and Steve Jobs. It inspires you to learn from their success stories and assists you to discover your blind spots. It is a "short-term course" on leadership meant for those who lead a hectic life but want to excel as smart leaders. The book will make valuable contributions to enhance your leadership qualities and effectiveness. It is useful to leaders from various fields working at different levels including entrepreneurs, educators, and life-long learners. International Acclaim for Professor M. S. Rao's Book! "The

international leadership guru, Professor M. S. Rao, outlines the essence of leadership lessons that help you become a smart leader. I strongly recommend this book.” Vijay Govindarajan Among World’s Top 3 Management Gurus “In his book, Smart Leadership – Lessons for Leaders, international leadership guru, Professor M. S.Rao, gives us a curriculum for becoming ‘smart leaders’ – several lessons for achieving such status and excelling in this new role. Without having to enrol at your local university or college, you’ll be treated to a brilliant ‘guest lecture’ in each chapter by some of the world’s smartest leaders – Steve Jobs, Martin Luther King, Jr. and Peter Drucker, just to name a few. In his ‘six steps for success’ within the book, Professor Rao gives us the key to enter the elite world of ‘smart leaders’. He teaches us to have ‘clarity of purpose first,’ then to tackle his six steps, and ultimately, to unlock our secret potential.” Marshall Goldsmith Author of the New York Times bestsellers, MOJO and What Got You Here Won’t Get You There “Smart Leadership brings essential leadership lessons, not for the leaders of the past, but for the leaders of the future. Professor M. S. Rao’s book will inspire, engage and move us to share its messages widely. Moreover, it’s fun to read, to contemplate, and make it our own.” Frances Hesselbein President & CEO, The Frances Hesselbein Leadership Institute (Formerly, The Peter F. Drucker Foundation for Nonprofit Management) Former CEO, The Girl Scouts of the USA “Professor M. S. Rao has compiled a thought-provoking treasury of leadership wisdom in this slim book, going to the heart of principles that support enlightened management practice. Of special value is his focus on cultivating skills that produce both success and broader significance. These are ideas that can create a better world.” Dipak C. Jain Dean, INSEAD "

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