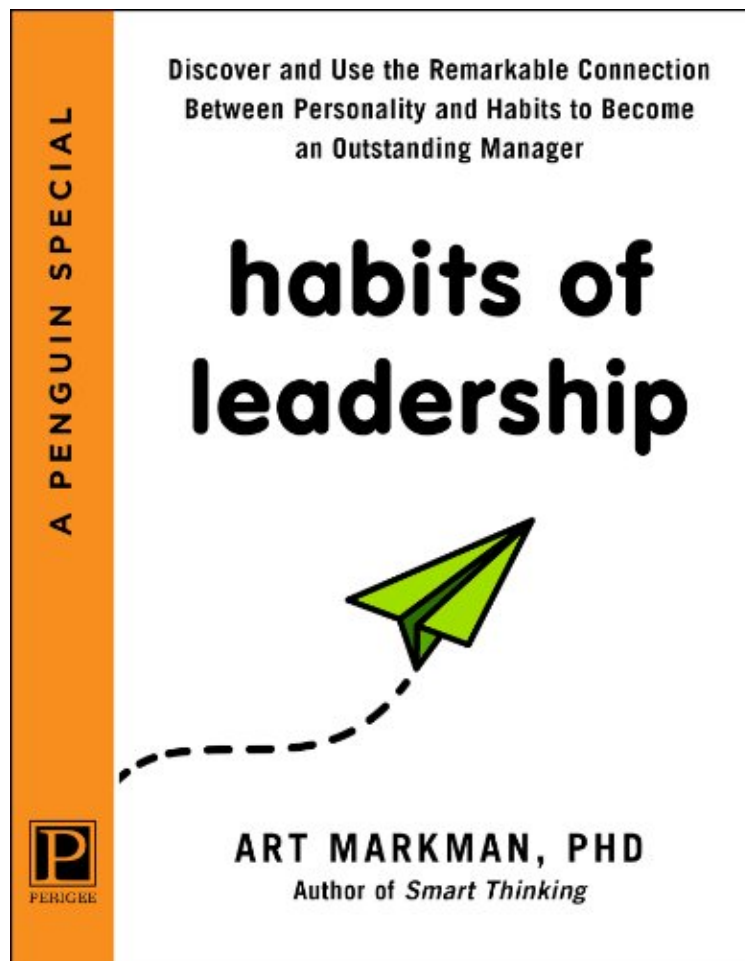


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Habits of Leadership: Discover and Use the Remarkable Connection Between Personality and Habits to Become an Outstanding Manager

Art Markman PhD

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In his internationally acclaimed book, *Smart Thinking*, which examines the gap between innate intelligence and acquired mental skills, Art Markman presented a three-part formula to show readers how to develop "smart habits"; how to acquire high quality knowledge, and how to use that knowledge when it's needed. Now, Markman takes his scientifically-based formula one step further to demonstrate the correlation between personality and habits, and the impact of personality and habits on leadership potential and innovation success. *Habits of Leadership* explores the "Big 5" personality characteristics -- Extroversion, Agreeableness, Conscientiousness, Openness, and Emotional Stability -- as well as other key variables such as one's ability to acquire and use knowledge or the level of one's tolerance to risk. Using a unique personality profiler, readers are able to determine their strengths and weaknesses and then apply this understanding to develop smart habits. Great leaders have key traits that influence their success. People who are Extroverts can serve as effective advocates for ideas. Those who are low in Agreeableness are willing to tell people things that they do not want to hear, and so facilitate open and honest lines of communication. People high in Conscientiousness get things done. They ensure that a project once started is completed. Those who are high in Openness and are able to acquire and use knowledge through reasoning, intuition, or perception tend to be good change-makers. Their breadth of knowledge allows them to communicate ideas from a wide variety of sources to innovate and solve problems. And leaders possessed of emotional stability have the clear-mindedness and confidence to navigate through any storm. Individuals who demonstrate these traits and who have developed habits that serve them well, are extraordinary. Yet the potential for greatness is within everyone. *Habits of Leadership* will show anyone how to develop and use these exceptional gifts.