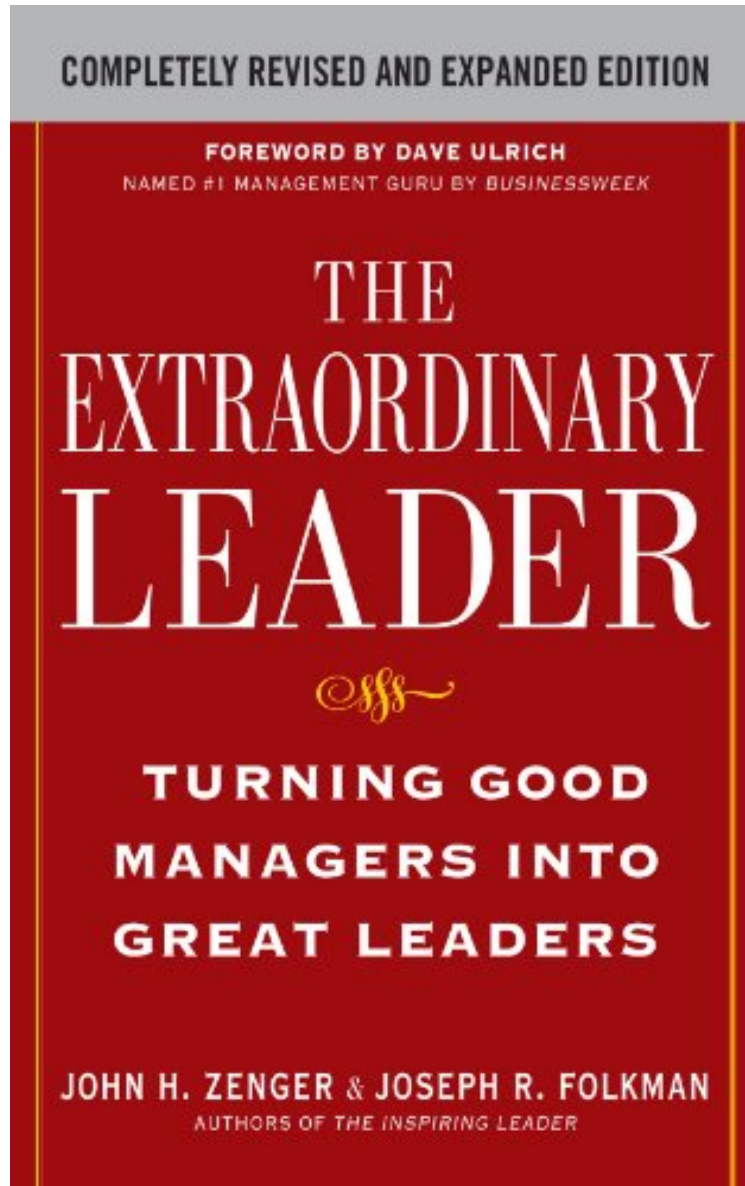


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The Extraordinary Leader: Turning Good Managers into Great Leaders

Joseph Folkman, John Zenger
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much - perhaps one of the best on leadership I've read. Unlike many other books, this one is supported by a robust and comprehensive study conducted by the authors, who also did a great job in analyzing and interpreting data and presenting the findings to the readers. I liked the fact, that the authors didn't just try to impose their opinions, but rather provided the readers with the facts and their interpretation of those facts. Great job in quantifying and classifying leadership attributes and studying the inter-relations between the attributes and potential impacts on the results. The book reads very good and is not overloaded with academical studies - it is practical, easy to follow and is build around leadership framework developed by the authors. I would especially recommend to read this book, if you are looking for an alternative (and probably more comprehensive) perspective on leadership, compared to the number of Gallup books (Strengthsfinders, etc.). 20 of 21 people found the following review helpful. I guess you need to buy the next book . . . By Dorothy M. Young. . . to find out the HOW. The authors make great hay of defining the WHAT -- What is a good leader? What characteristics are essential, and which are nice-to-have? What are the fatal flaws that will torpedo a career and a team? But it's short on the Hows -- how can I develop these characteristics. My company has adopted the dimensions of THE EXTRAORDINARY LEADER for our evaluation and appraisal system for managers so I'm working through it with the managers who report to me. We are finding gaps in the text to tell us how to develop ourselves so we are filling in for ourselves -- being the extraordinary leaders we are! Incidentally, I've gone through the 360-degree feedback the Zenger company offers. The company is having us do that exercise from the top down. I found it helpful, but it's not for the faint of heart. For a mediocre manager or for a manager with enemies, it can be absolutely devastating. 0 of 0 people found the following review helpful. Changed my thinking for the better! By Benjamin U. Vansickle An incredibly interesting read. To break down the barriers of self-improvement and leadership in this fashion is ground breaking with the research that was done. The difference between improving best qualities and having that bleed into weaknesses as compared to striving for average is an amazing takeaway. Definitely worth the read, whether you are in business or not.

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.