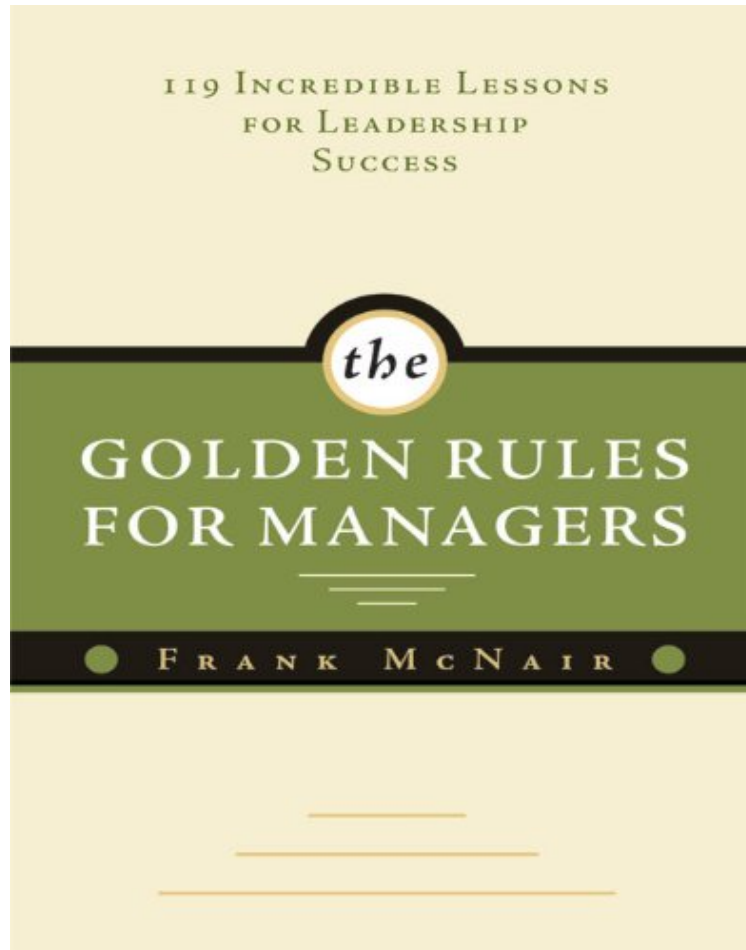


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The Golden Rules for Managers: 119 Incredible Lessons for Leadership Success

Frank McNair

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Frank McNair : The Golden Rules for Managers: 119 Incredible Lessons for Leadership Success before purchasing it in order to gage whether or not it would be worth my time, and all praised The Golden Rules for Managers: 119 Incredible Lessons for Leadership Success:

1 of 1 people found the following review helpful. An Easy Read!By Here and NowWhile all leadership theories are common sense, solid real life experience sharing still remain interesting and make theories more relevant!1 of 1 people found the following review helpful. Top 10 Book on my BookshelfBy Maurice W. KennedyIn life you have those rare occasions where what might seem like an inconsequential encounter turns out to be a life changing experience. I had one such encounter when I met Frank McNair in a training class he was leading for my company in 1999. Within minutes, I knew I had met someone that could truly help me become all I had dreamed of becoming. Frank McNair has that rare combination of both intellect and street smarts. But his real strength is his teaching style that helps individuals uncover what truly motivates a themselves and then guides them along a path of their own growth and

personal development. He has never told me what to do but he has helped me countless times thru his writings, teachings and general discussions to reach my own destination, based on what truly motivates me. In a nutshell, he helped me become more of who I wanted to become by helping me uncover and then act on what truly motivates me. Here are some of the maxims I have carried thru my life and career that I learned from Frank and use almost daily: - "Not everyone was raised at your house" - "People never argue with their own data" - "If you listen to someone long enough, they will tell you what motivates them" - "Problems live in the past. Solutions live in the future" - "Bad news ages poorly" - "To a kid with a new hammer, everything looks like a nail" There's an old expression that when the student is ready, the teacher will appear. I'm grateful that Frank appeared that day in 1999. Now almost 10 years later, I still have a long way to go but because of what Frank has taught me, I ask more questions, challenge my own answers, seek out others' opinions and especially those who think differently than me, I learn from my mistakes but I don't dwell on them because I'm too busy working on solutions. I've read thousands of books on sales, marketing, management etc. but rarely ever read a book twice. I have read two of Frank's books three times. Based on how much more I learned the third time, I suspect I will read them again. I would highly recommend Frank's works for any individual looking to become more productive or for any company looking to become more profitable or even for a parent looking to raise children to be all they can be. I'm proud to call Frank a coach, a mentor and one of my favorite authors but more than anything, I'm proud to call Frank a friend. 0 of 1 people found the following review helpful. A Wonderful Overview for Managers -- Old and New By JFMI am the author of the "The Golden Rules for Managers" and thought you might be interested in my observations about the book. Just last week I was with an executive at a major nationwide restaurant chain -- they use the book in their management library. Here's what he said, "I like this book because it gives a very good overview of all the topics relevant to management (goal setting, performance management, coaching, motivation, discipline, relationship management, strategic planning, self-management, etc.)." "There are many books that treat one or two of these topics, but no one surveys all the topics in one simple, easily-accessible volume. This will be very useful to our managers, who are busy and need to find useful information quickly -- and in a form that is easy to understand." I was delighted to hear his comments, because it meant I had succeeded in my objective: to write a thorough, easy-to-use book that real-world managers could use to help solve the problems they confront every day. There is no theory in this book. "The Golden Rules for Managers" is all about applied management -- ideas and suggestions you can put to use immediately to make life better for yourself, your team, your company and your customers. I have also written a similar book on selling called "How You Make the Sale" It, too is available from by clicking on this link: [How You Make the Sale](#)

Quick, expert advice in the best-selling, easy-to-read format that business readers demand. "A penny saved, a penny earned." "Never leave till tomorrow what you can do today." Often, the advice that makes the most impact does so because it's delivered in a clear, memorable saying that cuts to the heart of the issue. For business readers fed up with long books that say little, nothing could be more refreshing than *The Golden Rules for Managers*. Management expert Frank McNair distills the best business wisdom into 119 memorable nuggets that speak directly to management issues, then explains the lessons behind the each saying. Paint a Clear Picture of the Target (goal setting) What you Reward is What You Get (providing employee feedback) Employees will Respect what you Expect if you Inspect (follow-up) A Plan Is Not a Straightjacket (flexibility in execution) The Madder You Get, the Dumber You Are (self-management) Packaged for visual impact and easy reading, *The Golden Rules for Managers* is the new golden standard in management guides. "Frank McNair's straight-forward, pragmatic information is to the point, is easy to apply, is relevant and will continue to be relevant 10 years from now for companies such as ours. I use the techniques at my own company." Chris McSwain, Director, Global Benefits | Whirlpool Corporation "Frank McNair captures the very essence of what makes good managers into great leaders. And he does it in a way that allows the reader to remember and put into action. A must read." David Moff, SPHR, Chief Executive Officer | The HR Group, Inc.

From Publishers Weekly McNair (*How You Make the Sale*) distills his management wisdom into 119 aphorisms grouped into nine crucial categories: vision and planning, motivation, expectations, coaching, feedback and performance management, rewards and consequences, relationship management, self-management, and leadership. Each chapter ends with questions for reflection and a challenge designed to help the reader apply the proffered wisdom. Specifically tailoring each rule to the management field, McNair offers such adages as If you listen long enough, people will tell you what motivates them; The seeds of our destruction are sown in the soil tilled by our gifts; and People don't care how much we know until they know how much we care. The last chapter focuses on shaping one's personal management philosophy, which many managers fail to consider. Concise and informative, this collection holds value for all managers, no matter the level or the experience. (July) Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. About the Author Frank McNair combines more than a dozen years of managerial experience with a decade and a half in the training arena. He was a Brand Research Analyst at R. J. Reynolds Tobacco Company and a Product Manager at the L'eggs Division of Sara Lee Corporation.