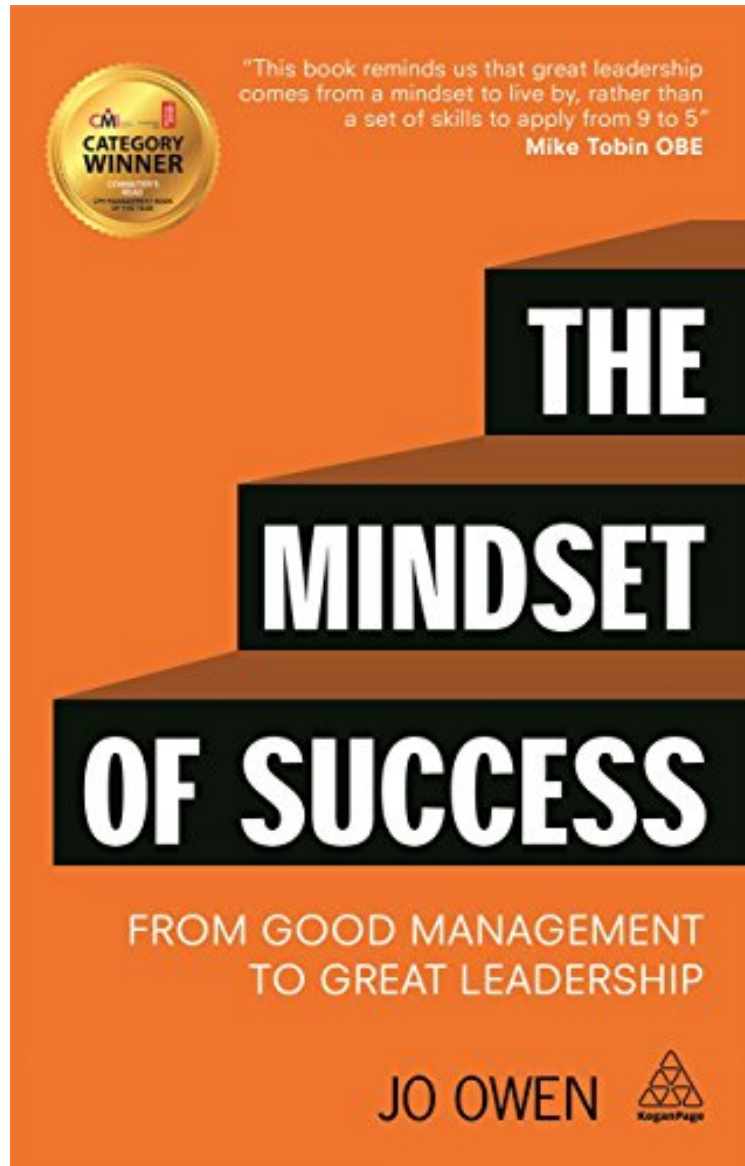


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The Mindset of Success: From Good Management to Great Leadership

Jo Owen

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Jo Owen : The Mindset of Success: From Good Management to Great Leadership before purchasing it in order to gage whether or not it would be worth my time, and all praised The Mindset of Success: From Good Management to Great Leadership:

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books I've read in a while that has applied to me. Simply put, I've confirmed some things and I've learned some things. At the end of reading this book I felt more empowered and more emboldened. Dave0 of 0 people found the following review helpful. Useful read By Raj Good read! Several good pointers to improve one's leadership skills along the journey 0 of 0 people found the following review helpful. Excellent By Darren Ingram_dot_com Wow! A relatively simple book that looks at what separates good managers from great managers, based on psychological research and some real-life case studies. The author also considers the so-called hidden leaders, the people who might lead and focus a group or organisation even if they don't have an impressive title on their business card. They think and act differently and radiate authoritative confidence, attracting followers and supporters along the way. Many companies get it, moving away from a purely hierarchical organisational chart to a flatter, more cooperative model. Of course you need leaders — true leaders — to lead, inspire, influence, persuade and truly manage the enterprise. Little dictators shouting and stamping their feet are out of fashion, even though sadly they are not an extinct species just yet! The author has managed in such a relatively slim book to bring a lot of things into sharp focus. It is more than just a book about good leadership. Such as this clear description: "Work is becoming more specialized and more focused. Firms are no longer like medieval walled cities that sustain themselves. The walls of the organization have come down and now our success depends on suppliers, customers and partners: we may not like them all but we have to work with them. This is the new world of influence and collaboration that leaders have to master. It is not simply a new set of skills. It is a new way of thinking." Yet you would be forgiven for thinking that there is no excuse for good leadership being missing within a company. The author notes that over 11,000 business books are published each year and lists over 22,000 books JUST on leadership. Yet the message is still not getting through, so what are people doing with all of these books? This is not a dry academic book. It is highly accessible, thought provoking and a refreshing pleasure to read. A confident, mature leader would have nothing to fear and everything to gain by reading this. A bad leader or mis-manager should read this book too (and his or her subordinates should donate a few coins and send a few copies of this via an online bookstore anonymously to their colleague who is in desperate need of help!) One example that sticks out is the story about the CEO of a global bank who was worried, possibly scared, about the prospect of teaching a lesson at an inner-city school, with the author noting that you need courage to take the risks that separate leaders from the rest: to transform and disrupt. Utilising a positive mindset to create energy and focus on the future, looking for opportunities where people see problems is also a recommended pursuit. We are all capable of improvement. There is no shame in admitting that. This illustration of a young man who became a managing director of a company at the age of 21 was sadly recognisable by this reviewer: "I made so many mistakes, shouting at people. I was working late and I was the only person left in the building. Then I heard the noise of a Hoover cleaning, and it came closer. Then the cleaner came into my office. I said: "Look, I'm working hard and do not want to be disturbed. Could you come back later?" And he said, "Your're new. But I rely on you to get it right so you make the sales and keep me in my job. And you rely on me to make your room spotless so it can impress your clients. So I rely on you to do my job, and you rely on me to do your job." So respect everyone you meet, especially on day one." There is not a lot more you can add to that. Read it several times and just think... Of course, even leaders are human, as the author notes quoting in part Shakespeare: "If you prick us do we not bleed? If you tickle us do we not laugh? If you poison us do we not die? And if you wrong us shall we not revenge? Here there is humanity, there is glorious diversity: good and bad, smart and slow, strong and weak, funny and serious. There is no such thing as a perfect human, and there is no such thing as a perfect leader: "No leader gets ticks in all the boxes." This is hugely reassuring to all of us who suspect that we may be less than 100% perfect. We do not need to be perfect." This is good news. It shows there is a need for a book like this. This is a good book that probably won't make you a 100% great leader, but if you can get a "five nines" rating that's still a good batting average!

Look around the place where you work. You will always find a few people who stand out from the crowd; people who make things happen, attract followers and create opportunities. After fourteen years of researching leaders around the world, author Jo Owen has found that the best and most successful leaders have something more than skills. They act differently because they think differently. The Mindset of Success will help you unlock your true potential, showing you how to acquire the seven key mindsets that lead to success. The right mindset will enable you to achieve far more than you thought possible, opening up new career possibilities and new potential for your future. From spies to sports, education to entrepreneurship, business to beyond, Jo Owen's original research and interviews will show you how outstanding leaders think and behave differently from the merely good. The way they think is consistent and predictable; we can all learn it. This is the mindset difference, and once you have it, you have an advantage which lasts for a lifetime and works for you time and time again. This book is not about changing who you are, but becoming the best version of who you are, making the most of your existing talent and focusing on your natural strengths. The Mindset of Success provides a clearly structured set of tools to change the way you think, act and perform, pushing you beyond good management to great leadership.

"Down to earth and very readable, this book is full of stories to inspire and remind us what leadership is all about."