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Titolo	Leading the way : the seven skills to engage, inspire and motivate // Andrew Leigh and Michael Maynard
Pubbl/distr/stampa	Harlow, England : , : Pearson, , [2012] ©2012
ISBN	0-273-78035-2
Edizione	[1st edition]
Descrizione fisica	1 online resource (xviii, 205 pages) : illustrations
Collana	Financial Times
Disciplina	658.4092
Soggetti	Leadership Motivation (Psychology) Charisma (Personality trait)
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"FT Publishing/Financial Times"--Cover.
Nota di bibliografia	Includes bibliographical references (pages 199-200) and index.
Nota di contenuto	Cover -- Leading the Way -- Contents -- About the authors -- Acknowledgements -- Introduction -- Leading in the twenty-first century -- Major trends -- Living with uncertainty -- Leadership is relational -- Leadership starts here! -- Individuality -- The genius syndrome -- What price charisma? -- The source of individuality -- Being yourself -- Personal experience -- Personal style -- Personal values -- Integrity -- Integrity barometer -- Taking a stand -- Networking -- Summary and ideas for action -- Insight -- Self-awareness -- Personal enquiry -- Internal cast -- Understanding other people -- Seeing what's going on -- Fighting the filters -- Curiosity -- Foresight -- Insight is seeing, not magic -- Summary and ideas for action -- Initiate -- Accept responsibility -- Volunteer -- Participate -- Be accountable -- Take centre stage -- Research -- Take risks -- Step out of your comfort zone -- Be assertive -- Handle reverses -- Instigate direct action -- Follow through -- Summary and ideas for action -- Involve -- Participation and enrolment -- Why engage? -- How to engage people -- Being valued -- Being involved -- Being developed -- Being inspired -- Meetings -- Empowerment -- Coaching -- Giving people a voice -- Summary and ideas for action -- Inspire -- How to inspire -- The why? -- Sources of inspiration -- Passion -- Vision -- Communication -- Conversation -- Story-telling -- Trust --

Challenging goals -- Summary and ideas for action -- Improvise --  
The drive for improvisation -- Principles of improvisation -- Creativity  
-- Innovation -- A 'try it' environment -- Problem-solve -- Value ideas  
-- Encourage play -- Flexibility -- Presence -- Physical presence --  
Psychological presence -- Summary and ideas for action -- Implement  
-- Be action-minded -- Paralysis of analysis -- Setting goals -- SMART  
goals -- Monitoring progress -- Ask for help.  
Model behaviour -- Seek feedback -- Personal feedback --  
Organisational feedback -- Persist -- Spot success -- Well-being --  
Summary and ideas for action -- Lead the way - now! -- Overview --  
Are you leading the way? -- Recommended reading -- Index.

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## Sommario/riassunto

Top down leadership techniques are outdated. Today's organisations are horizontally networked and constantly changing. They need leaders who can adapt, accept risk, collaborate and be transparent. This book distils 40 years of experience into 7 accessible skills that leaders need to thrive in business today. The 7 I's of Leadership: Individuality, Insight, Initiate, Involve, Inspire, Improvise, Implement. Containing case studies, examples, questions and checklists, this book will enable you to understand the importance of these skills and will show you how to learn and implement them.

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