1. Record Nr. UNINA9910792401503321 Autore Cohen William A. <1937-> Titolo Heroic leadership [[electronic resource]]: leading with integrity and honor / / William A. Cohen San Francisco, CA, : Jossey-Bass, 2010 Pubbl/distr/stampa **ISBN** 0-470-61892-2 1-282-68630-5 9786612686306 0-470-61891-4 Descrizione fisica 1 online resource (291 p.) Disciplina 658.4/092 Soggetti Leadership **Employee motivation** Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Heroic Leadership: Leading with Integrity and Honor; Contents; Introduction: The Concept of Heroic Leadership; Battle Leadership; The Carrot and the Stick; How to Acquire Heroic Leadership; Part One: The Eight Universal Laws of Heroic Leadership; Chapter 1: Maintain Absolute Integrity; Chapter 2: Know Your Stuff; Chapter 3: Declare Your Expectations: Chapter 4: Show Uncommon Commitment: Chapter 5: Expect Positive Results; Chapter 6: Take Care of Your People; Chapter 7: Put Duty Before Self; Chapter 8: Get Out in Front; Part Two: The Eight Basic Influence Tools: Chapter 9: Direction Chapter 10: IndirectionChapter 11: Redirection; Chapter 12: Deflection; Chapter 13: Enlistment; Chapter 14: Persuasion; Chapter 15: Negotiation; Chapter 16: Involvement; Part Three: The Eight Competencies of Heroic Leadership; Chapter 17: How to Attract Followership; Chapter 18: How to Develop Your Self-Confidence;

Chapter 23: How to Develop Your Charisma

Chapter 19: How to Build a Heroic Team; Chapter 20: How to Build High Morale and Esprit de Corps; Chapter 21: How to Motivate When Times Get Tough; Chapter 22: How to Take Charge in Crisis Situations;

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Proven leadership strategies used by combat and business leaders to accomplish impossible goals Heroic Leadership examines military leadership principles as they apply to business and life. Leadership expert and retired general William Cohen describes the eight universal laws of leadership and explains why heroic leadership has worked so successfully and ethically for thousands of years despite severe conditions of risk, uncertainty and hardship. He also shows how to implement Heroic Leadership to attract fellowship, use influence tactics, develop self-confidence, build, coach