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**Sommario/riassunto**

This book offers useful ideas on ways in which engineers can more effectively approach the nontechnical or soft-side aspects of working with colleagues, clients, customers, the public, and other stakeholders. Reflecting upon 40 years of engineering and management experience, Walesh shares in his often-humorous style lessons learned that will advance your management and leadership skills. Each of the 52 quick essays offers an idea or principle for engineers to improve their managing and leading skills. Each essay is followed by pragmatic suggestions for ways to immediately apply and test the ideas using application tools such as action items, guidelines, dos and don'ts, checklists, forms, and resource materials such as articles, papers, and books. Plus, more than 60 e-newsletters and websites are referenced. Examples of managing and leading topics treated in this book are distinctions between managing and leading, goal formulation and achievement, improving personal and organizational productivity, courage, asking and listening, presenting papers, coaching, power of the subconscious mind, meetings, delegation, teamwork, project management, marketing, style, and effecting change. Anyone interested in advancing management and leadership skills will gain from the experience of the author and the valuable tools offered in this book.

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