

The Inspiring Leader: Unlocking the Secrets of How Extraordinary Leaders Motivate (Business Books)

By John Zenger

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In their bestselling work *The Extraordinary Leader*, performance thought leaders John Zenger and Joseph Folkman revealed the 16 key competencies that separate the top 10 percent of leaders from the rest. Since that book's publication, they and coauthor Scott Edinger discovered, through an extensive study conducted over four years, that leaders who possessed the ability to inspire and motivate outperformed all others.

The authors found that the impact of inspiring and motivating others is consistent across different kinds of organizations and within different cultures. *The Inspiring Leader* reveals the authors' newest proprietary research on how top leaders inspire teams to greatness. It discusses the behaviors exhibited by the most successful leaders and includes advice on how to implement them. Drawing from statistically significant data and objective empirical evidence, the book shows how to:

- Establish a clear vision and direction
- Use the power of emotions
- Create stretch goals for your team
- Foster innovation and risk taking
- Encourage teamwork and collaboration
- Champion change, and much more

Zenger, Folkman, and Edinger lay out the strategies and concepts used by the world's greatest leaders to motivate their teams. With *The Inspiring Leader* as your guide, you will learn how to put those strategies to work in your own business.

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Editorial Review

From the Back Cover

The highly anticipated follow-up to the bestselling *The Extraordinary Leader*

The result of extensive research conducted over a four-year period, this breakthrough leadership book reveals the principles and behaviors top leaders use to build an emotional connection between themselves and their teams.

“While providing the same practical ‘hard science’ approach to bring focus and value, this writing advances the practice of leadership development with new insight, new advice, and new inspiration for all of us to grow.”
–Kevin D. Wilde, Vice President and Chief Learning Officer, (2007 CLO of the Year), General Mills, Inc.

“*The Inspiring Leader* provides new insights into how leaders can improve the results of their organization through inspiration.”
–Bill Blase, Senior Executive Vice President, Human Resources, AT&T Corp.

“The real importance of this book is the clear and simple road map it provides on how to lead in ways that release the seldom fully tapped performance power in our organizations.”
–Michael A. Peel, Vice President, Human Resources and Administration, Yale University

“Finally a book that provides empirical evidence that inspirational leaders consistently produce superior results.”
–Kevin Rhein, Group Executive Vice President, Card Services and Consumer Lending, Wells Fargo Bank

“Following the steps recommended by the authors will enhance leadership skills, influence employee engagement, and impact business results. A real winner.”
–Pam Poggi, Vice President, Corporate Human Resources Development, Safeway, Inc.

About the Author

John H. Zenger, D.B.A., is the CEO of Zenger Folkman, a firm that brings empirical research, innovative development methods, and software tools to leadership development. He is a member of the HRD Hall of Fame and has authored or coauthored eight books and 50 articles on leadership, productivity, and teams.

Joseph R. Folkman, Ph.D., is president of Zenger Folkman. He is an authoritative voice on the subject of developing and using employee surveys to create organizational change and 360-degree feedback assessment for individual development. He is a frequent keynote speaker and conference presenter on a variety of topics regarding leadership, feedback, and organizational change.

Scott K. Edinger is executive vice president of Zenger Folkman, where he consults with Fortune 500 companies to initiate and implement large-scale performance improvement and leadership initiatives. He is

an expert in helping organizations achieve measurable business results.

Users Review

From reader reviews:

David Briggs:

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Kori Pierson:

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Aaron Williams:

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Lydia Baum:

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