



How Great Leaders Get Great Results

John Baldoni

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How can you tell a true leader from one who just talks a good game?

It's a true leader who makes his or her vision a reality--achieving great results that bring the highest levels of success.

In *How Great Leaders Get Great Results*, top leadership and management consultant John Baldoni explains how anyone from a first-time manager to a CEO can become a great leader by creating a strong, results-driven organization. He blends key management principles with leadership stories to demonstrate how you can bring your people together, gain their trust, increase their enthusiasm, and motivate them to adopt your company's goals as their own.

Baldoni profiles several renowned, results-oriented business leaders, revealing the proven execution strategies they use to consistently get their people to perform to their fullest. He identifies seven key steps--*Vision, Alignment, Execution, Risk, Discipline, Courage*, and *Results*--that top leaders such as Anne Mulcahy, John McCain, Steve Jobs, Meg Whitman, and Steven Spielberg take to get the results they want. Their stories are paired with a concrete plan of action that helps you cultivate a results-driven culture--no matter your type of business. Baldoni shows you how to:

- Communicate with your people in ways that make things happen
- Enlist support for your ideas and overcome resistance
- Instill a sense of accountability in all teams and departments
- Encourage risk-taking and push innovation
- Achieve desirable, sustainable results--and deal with unintended, unwelcome results
- Teach your own results-driven story

Whether your goals are increased sales, improved customer service, enhanced quality, faster productivity, or any other criteria for your people, products, or services, *How Great Leaders Get Great Results* gives you the tools to become a true visionary, create more "heroes" in your workplace, and drive your business to the top.

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