

New research suggests
that the most effective executives
use a collection of distinct leadership styles —
each in the right measure, at just the right time.
Such flexibility is tough to put into action, but it pays
off in performance. And better yet,
it can be learned.

LEADERSHIP THAT GETS RESULTS

by Daniel Goleman

ASK ANY GROUP of businesspeople the question "What do effective leaders do?" and you'll hear a sweep of answers. Leaders set strategy; they motivate; they create a mission; they build a culture. Then ask "What *should* leaders do?" If the group is seasoned, you'll likely hear one response: the leader's singular job is to get results.

But how? The mystery of what leaders can and ought to do in order to spark the best performance from their people is age-old. In recent years, that mystery has spawned an entire cottage industry: literally thousands of "leadership experts" have made careers of testing and coaching executives, all in pursuit of creating businesspeople who can turn bold objectives — be they strategic, financial, organizational, or all three — into reality.

Still, effective leadership eludes many people and organizations. One reason is that until recently, virtually no quantitative research has demonstrated

which precise leadership behaviors yield positive results. Leadership experts proffer advice based on inference, experience, and instinct. Sometimes that advice is right on target; sometimes it's not.

But new research by the consulting firm Hay/McBer, which draws on a random sample of 3,871 executives selected from a database of more than 20,000 executives worldwide, takes much of the mystery out of effective leadership. The research found six distinct leadership styles, each springing from different components of emotional intelligence. The styles, taken individually, appear to have a direct and unique impact on the working atmosphere of a company, division, or team, and in turn, on its financial performance. And perhaps most important, the research indicates that leaders with the best results do not rely on only one leadership style; they use most of them in a given week — seamlessly and in different measure — depending on the

Daniel Goleman Leadership That Gets Results

Marco Cascella



Daniel Goleman Leadership That Gets Results:

This book delves into Daniel Goleman Leadership That Gets Results. Daniel Goleman Leadership That Gets Results is a vital topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Daniel Goleman Leadership That Gets Results, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Daniel Goleman Leadership That Gets Results
 - Chapter 2: Essential Elements of Daniel Goleman Leadership That Gets Results
 - Chapter 3: Daniel Goleman Leadership That Gets Results in Everyday Life
 - Chapter 4: Daniel Goleman Leadership That Gets Results in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of Daniel Goleman Leadership That Gets Results. The first chapter will explore what Daniel Goleman Leadership That Gets Results is, why Daniel Goleman Leadership That Gets Results is vital, and how to effectively learn about Daniel Goleman Leadership That Gets Results.
 3. In chapter 2, the author will delve into the foundational concepts of Daniel Goleman Leadership That Gets Results. The second chapter will elucidate the essential principles that need to be understood to grasp Daniel Goleman Leadership That Gets Results in its entirety.
 4. In chapter 3, the author will examine the practical applications of Daniel Goleman Leadership That Gets Results in daily life. The third chapter will showcase real-world examples of how Daniel Goleman Leadership That Gets Results can be effectively utilized in everyday scenarios.
 5. In chapter 4, this book will scrutinize the relevance of Daniel Goleman Leadership That Gets Results in specific contexts. This chapter will explore how Daniel Goleman Leadership That Gets Results is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Daniel Goleman Leadership That Gets Results. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Daniel Goleman Leadership That Gets Results.

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Daniel Goleman Leadership That Gets Results Introduction

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