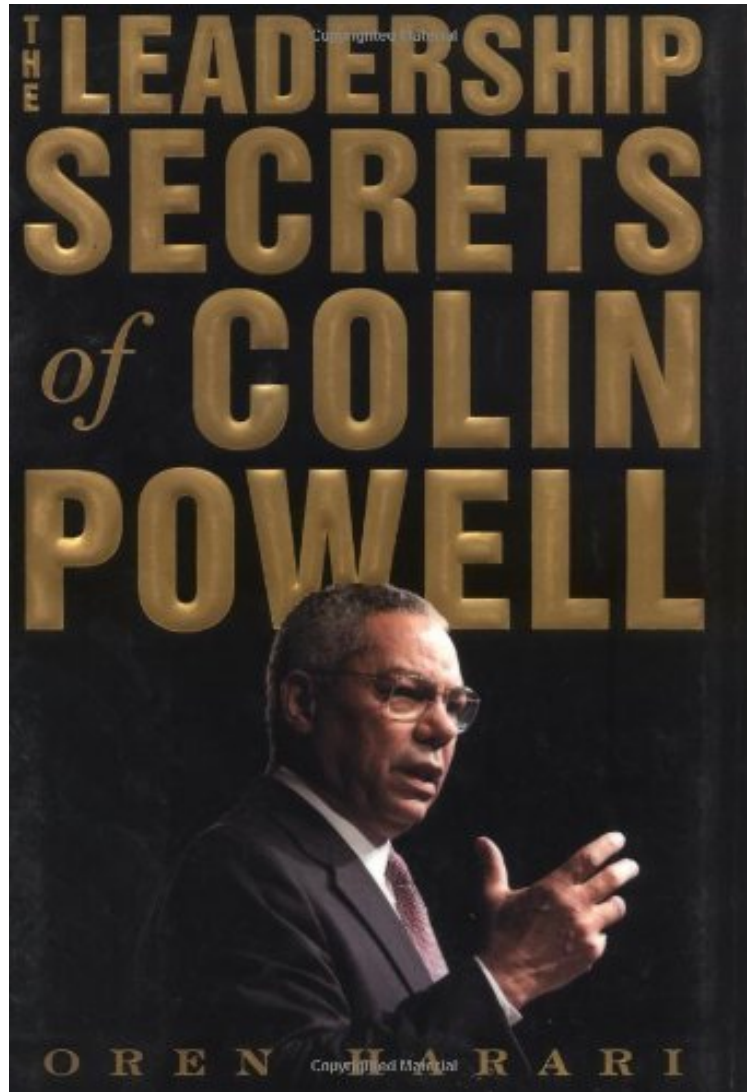


The Leadership Secrets of Colin Powell

Oren Harari

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multiple times. My manager recommended this book to me during my annual focal point review and glad he did it. I loved every chapter and laying down the fundamental principles of leadership with practical simple and real world examples and situations. It should be a must read for everyone in the organization. I would recommend this book to anyone and everyone and plan to practice the principles in everyday life.

The Wall Street Journal, BusinessWeek, New York Times, and USA Today Business Bestseller! WORDS, WISDOM, AND INSIGHTS FROM ONE OF AMERICA'S MOST COMMANDING FIGURES Inspiration from the man who went from humble beginnings in Harlem to the office of Secretary of State Colin Powell is the classic American success story. Born in Harlem to immigrant parents, Powell rose through the ranks of the U.S. military to become chairman of the Joint Chiefs of Staff, and a soft-spoken, steel-willed Desert Storm hero. Always seemingly one step ahead of both allies and competitors, he quickly became one of America's most trusted and beloved public icons, acknowledged for his courage, his compassion, and his ability to forge victory under the most trying circumstances. The Leadership Secrets of Colin Powell recounts Powell's core beliefs on leadership, negotiation, self-knowledge, and more. Based on an article written by Oren Harari after Harari met Powell and heard him speak, an article so compelling that it became the subject of a front-page feature in the Wall Street Journal, this leadership primer reveals the secrets and insights that made Colin Powell the success he is today. Short, snappy, and packed with Powell's depth and spirit, it will help readers inspire anyone to achieve extraordinary performance. COLIN POWELL ON: COMMUNICATION "The day soldiers stop bringing you their problems is the day you have stopped leading them." LEADERSHIP "Great leaders are almost always great simplifiers, who can cut through argument, debate, and doubt to offer a solution everybody can understand." RESPONSIBILITY "Being responsible sometimes means pissing people off."

From Publishers Weekly Even before the events of last fall, Powell was well regarded by the military and civilians around the world. Now, as secretary of state during the war against terrorism, Powell's intelligence and skills as manager, negotiator and leader are even more visible. Harari, a management professor and consultant, met Powell several years ago, but wrote this book without his cooperation. The author has used Powell's own words, from his autobiography and presentations, to create a primer of Powell's leadership secrets. The book reads much like an introductory textbook, explaining key phrases, quotes, anecdotes and principles. Powell's style is somewhat unusual for a military leader. He believes in listening, not just to superiors, but to the people who serve under him; he pushes people to ask hard questions and to approach problems in creative ways; he is solution-oriented and wants answers to problems to be original, not simply tried-and-true methods. While a book by Powell himself on his leadership style would obviously have great appeal, Harari has done an admirable job of distilling the essence of Powell's leadership style. The chapter summaries ("Powell's Principles") are especially clear (e.g., "Hire on talent and values, rather than resumes"; "Don't clock hours for hours' sake"). This is a solid if basic book about leadership that should interest a wide range of readers, especially less experienced managers. Agent, Lynn Johnston. Copyright 2002 Cahners Business Information, Inc. From Booklist Prior to September 11, Colin Powell was considered "odd man out" in the Bush administration and had even begun to receive criticism in certain media outlets. After the attacks, Powell stepped up and, with his calm demeanor, played a key leadership role as he has done on many previous occasions. Several biographies have been written about Powell, but this book centers on his personal leadership philosophy and is organized into 17 chapters of "leadership secrets," each one summarized into three or four of "Powell's Principles." Some of his principles are surprising, considering his conservative inclination: he likes to challenge authority and promote a clash of ideas, and he maintains an open-door policy because he believes that the higher one goes up the hierarchy, the more important it is to stay in touch with real people and real data. A key Powell trait is flexibility in action, as he does not believe in formulaic solutions but lets the situation dictate the strategy. He is, above all, a people person and seeks out those with optimism and drive. This is a "battle-tested" leadership book, and although the author has shown how to apply these principles in the corporate venue, you don't have to be a CEO to benefit from the words and wisdom of Colin Powell. David Siegfried Copyright copy; American Library Association. All rights reserved "Management professor Oren Harari adopts Colin Powell's rise into the upper ranks of American power as a model for decision makers in the private sector. Harari hails Powell's character as the essence of a host of supple executive virtues, from defining and defending rational objectives to playing the provocateur against outdated modes of boardroom thinking." "Powell appears to be a natural born leader with an intuitive sense of strategy for advancement in war and politics. For those of us who are not so lucky to have such diplomacy inherently, Harari's book can teach us how to lead effectively following Powell's example." "This is a 'battle-tested' leadership book and although the author has shown how to apply these principles in the corporate venue, you don't have to be a CEO to benefit from the words and wisdom of Colin Powell."