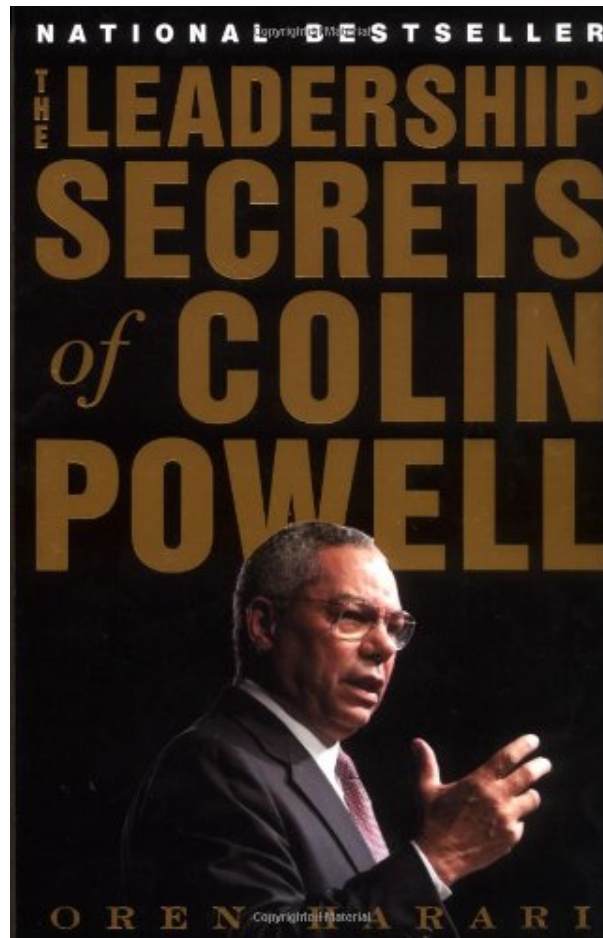
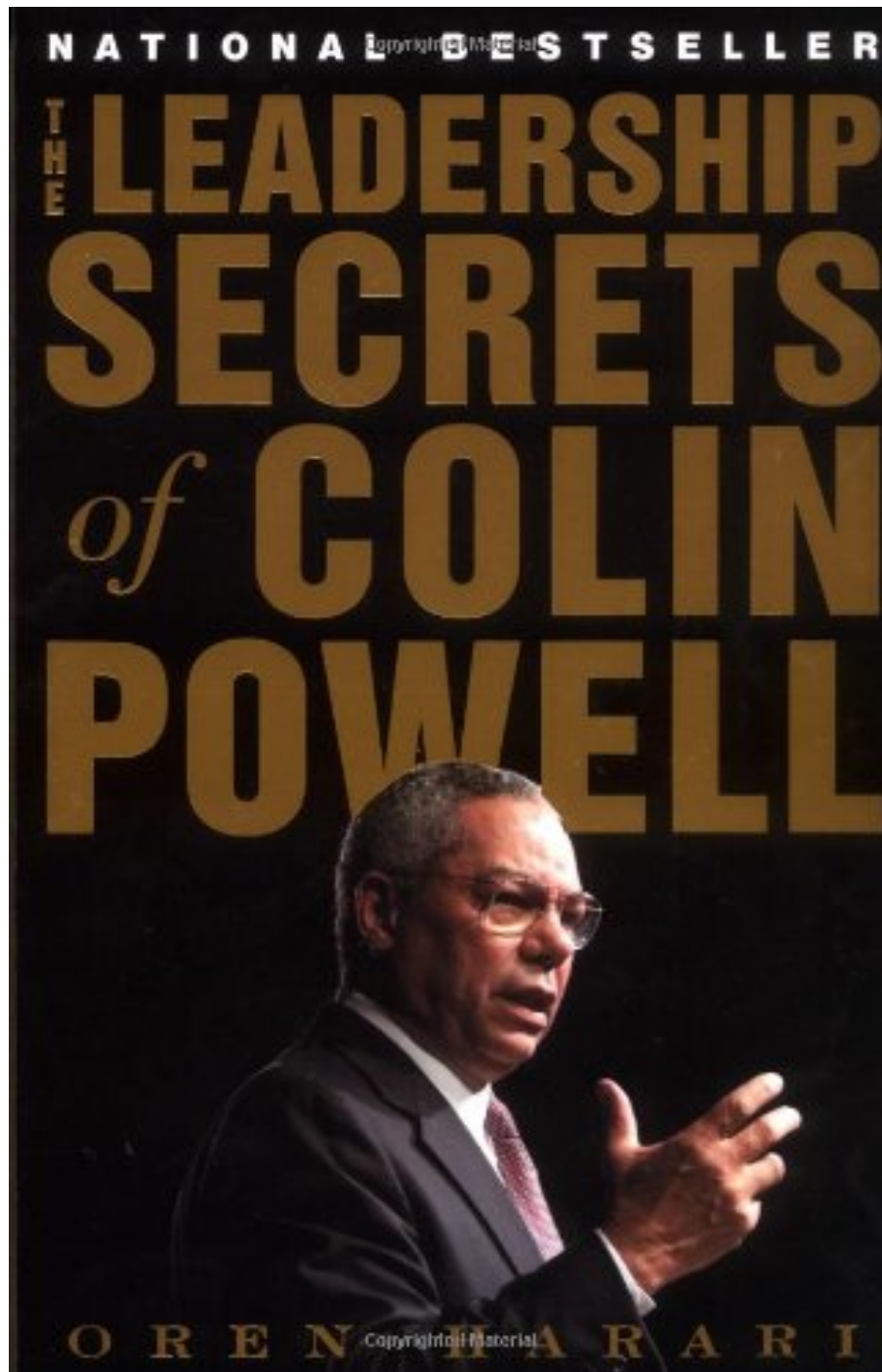


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From Publishers Weekly

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.

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#### Review

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- Sales Rank: #42779 in Books
- Published on: 2003-08-08
- Original language: English
- Number of items: 1
- Dimensions: 8.40" h x .80" w x 5.40" l, .82 pounds
- Binding: Paperback
- 288 pages

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#### Most helpful customer reviews

2 of 2 people found the following review helpful.

Excellent leadership principles

By G. Wells

This is not my usual kind of reading matter -- for some reason, I have never been attracted to biographies. However, this book was recommended by Bill Hybels (of the Willow Creek Global Leadership Summit, GLS) when he interviewed Powell in 2007 on his approach to leadership. The interview at the GLS was really good, and the book kind of hovered on my radar until I bought it recently.

Well, it turns out that the Powell book is really good! To be more accurate, it is not so much a biography as a leadership book based on the life and experience of Powell, who has had a remarkably successful career as a leader by any standards. In Harari's words: "The lessons in this book constitute a clear strategic, philosophical, value-based, and ethical blueprint by which Powell leads". Some of the discussion is (understandably) somewhat militaristic, but Harari does a good job of bringing the principles out.

The book distills Powell's "leadership principles" and presents them clearly and succinctly, together with examples from Harari's experience and other sources. These pithy leadership principles are memorable and direct, making this an easy book to put into practice.

A great quote from Powell himself, which sums up his leadership philosophy rather well: "Leadership is not rank, privilege, titles, or money. It is responsibility".

Recommended for anyone interested in developing their leadership skills.

4 of 4 people found the following review helpful.

A Leadership Must Read

By Karen Spencer

Every year I assigned this book as a book report. Every student chose it. However, only one could read it. So this year I had everyone read it for my Leadership class. Best decision I made.

Harari describes General Powell's leadership principles in a respectful and simple manner. One learns to always listen to everyone. Walk the same route every day so people know you will. That way they will come up to General Powell and express their ideas. General Powell had a special phone line for ideas.

My students were constantly getting inspired by this book. They were learning by General Powell's example.

An excellent book and a must read!!!

0 of 0 people found the following review helpful.

Every leader should read this book. Some of the ...

By Bob

Every leader should read this book. Some of the principles would not apply in every organization, but overall valuable insights.

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