Results-Based Leadership

David Ulrich, Jack Zenger, Norman Smallwood

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A landmark book, Results-Based Leadership challenges the conventional wisdom surrounding leadership. Authors Ulrich, Zenger, and Smallwood--world-renowned experts in human resources and training--argue that it is not enough to gauge leaders by personal traits such as character, style, and values. Rather, effective leaders know how to connect these leadership attributes with results. Results-Based Leadership shows executives how to deliver results in four specific areas: results for employees, for the organization, for its customers, and for its investors. The authors provide action-oriented guidelines that readers can follow to develop and hone their own results-based leadership skills. By shifting our focus to the connection between the attributes and the results of leadership, this perceptive new guide fundamentally improves our understanding of effective leadership. Results-Based Leadership brings a refreshing clarity and directness to the leadership discussion, providing a hands-on program to help executives succeed with their leadership challenges.

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