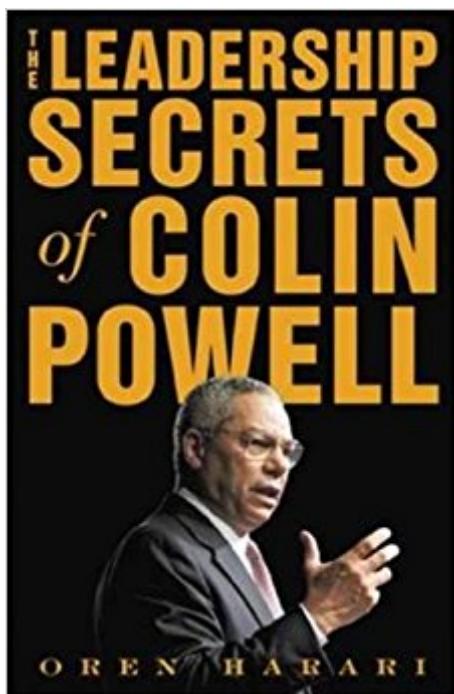


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# The Leadership Secrets Of Colin Powell



## Synopsis

One of Booklist's Top 10 Business Books of 2002 and a BusinessWeek, New York Times, Wall Street Journal, and USA Today business bestseller "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a host of supple executive virtues, from defining and defending rational objectives to playing the provocateur against outdated modes of boardroom thinking."--The Washington Post "Powell appears to be a natural born leader with an intuitive sense of strategy for advancement in war and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."--USA Today "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."--Booklist

## Book Information

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## Customer Reviews

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

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 SiegfriedCopyright © American Library Association. All rights reserved --This text refers to the Preloaded Digital Audio Player edition.

This should be required reading for every leader. Matter of fact, it should be on your desk or shelves for quick reference.

During one of the most crucial times in American History, the nation turned towards the leadership of G.W. and his appointed officials, one of them being Colin Powell. Powell a true American who served in Vietnam, knew what it took to accomplish the mission against terrorism. Great book for leaders in any profession.

Book is a gem on leadership secrets and I am sure will read 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.

I like this book because it has a message in it that persistence pays off. I shared this book with a friend and purchased another one for me. It's good to read about the ups and downs of famous people. It's helps you to know that they had to struggle to get where they got and we should do no less if we want to move where we want to be.

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.

Easy to ready and great information.

The book gives lots of good insight into not only some of Colin Powell's leadership ideas but also how those ideas were formed. Two minor drawbacks (but certainly not deal breakers in reading this book): 1. The book was written and releases right around 9/11. Because the landscape has changed so much since then, the book, at times, seems a little dated. 2. Although the author freely points this out, Colin Powell was not involved in the writing of this book (beyond a few letter exchanges and

one interview).Overall, the book is well-worth reading.

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!!!

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