



## Beyond Ego: Influential Leadership Starts Within (Paperback)

By Art Horn

ECW Press, Canada, 2008. Paperback. Condition: New. Language: English . Brand New Book. It's hard to get into the boardrooms and offices of some organizations because the egos of the leaders take up way too much space. And some say that's good; it takes big egos to make things happen. Not so, according to Art Horn, an executive coach who leads a sales force development company. Just listen to what the people who work for these big egos have to say: John is a smart guy and knows what he's doing, but his swollen ego keeps subverting what we're trying to do as a department. Or Mary needs to stop focusing on her own star qualities and actually help the people who report to her. We're here to drive results, not admire her. In a step-by-step, practical manner, Beyond Ego shows leaders how to move beyond ego in their day-to-day leadership tasks, thereby achieving engaged, inspired, committed, and productive teams and businesses. Horn teaches them to self-manage, by: - setting aside personal judgments - being sensitive to the cravings and needs of individual employees - focusing not on blame but on the actions it will...

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