

# **HACKING LEADERSHIP**

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**THE 11 GAPS  
EVERY BUSINESS  
NEEDS TO CLOSE  
AND THE SECRETS  
TO CLOSING THEM  
QUICKLY**

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**MIKE MYATT**  
**Forbes Leadership Columnist**

**WILEY**

# Hacking Leadership The 11 Gaps Every Business Needs To Close And Secrets Closing Them Quickly Mike Myatt

**Sean Ellis, Morgan Brown**



## **Hacking Leadership The 11 Gaps Every Business Needs To Close And Secrets Closing Them Quickly Mike Myatt:**

*Hacking Leadership* Mike Myatt, 2013-12-16 Hacking Leadership is Mike Myatt's latest leadership book written for leaders at every level. Leadership isn't broken but how it's currently being practiced certainly is. Everyone has blind spots. The purpose of Hacking Leadership is to equip leaders at every level with an actionable framework to identify blind spots and close leadership gaps. The bulk of the book is based on actionable topical leadership and management hacks to bridge eleven gaps every business needs to cross in order to create a culture of leadership leadership purpose future mediocrity culture talent knowledge innovation expectation complexity and failure. Each chapter gives readers specific techniques to identify understand and most importantly implement individual team and organizational leadership hacks. Addresses blind spots and leverage points most leaders and managers haven't thought about which left unaddressed will adversely impact growth development and performance. All leaders have blind spots gaps which often go undetected for years or decades and sadly even when identified the methods for dealing with them are outdated and ineffective they need to be hacked. Showcases case studies from the author's consulting practice serving as a confidant with more than 150 public company CEOs. Some of those corporate clients include AT T Bank of America Deloitte EMC Humana IBM JP Morgan Chase Merrill Lynch PepsiCo and other leading global brands. Hacking Leadership offers a fresh perspective that makes it easy for leaders to create a roadmap to identify refine develop and achieve their leadership potential and to create a more effective business that is financially solvent and professionally desirable.

**Can't Not Do** Paul Shoemaker, 2015-07-20 With so many social challenges facing our world trying to effect change feels daunting. The problems are complex the politics murky and the players innumerable. Yet every day there are regular heroes making a significant impact on our most intractable social issues. Can't Not Do is a catchphrase for the urge that captures the heart of effective social change agents explaining in their own words their passion and drive. I can't not do this. It's not that I can do this it's that I can't not I could not imagine not doing something about this issue. The surprising truth from the trenches is we already have numerous proven solutions for our many social challenges what our world needs most and what most changes our children's future are more people prepared and committed to act on their social impulses for the long haul. Innovation helps Money helps too. But greater numbers of committed people help the most. If you feel an internal persistent call to do more for the world Can't Not Do will help you to bridge the gap between wanting to do and doing to access the drive of an effective change agent to break through self-imposed barriers to learn key principles for success and to start seeing yourself acting as a change agent. There is no secret sauce someone is born with and no special club needed to be successful at social change. Rather successful change agents share some fundamental orientations to the world and to their committed cause and over time learn certain lessons that help them become more effective. These lessons are reflected in Can't Not Do in seven seemingly simple questions that provide guideposts and unlock the reader's potential to make a difference for a social cause they care about. This isn't a self-help book. It's an inspiring

narrative intertwined with a street readiness dialogue between the author and you between you and your inner aspirations These are authentic success stories vital questions and unconventional answers that can guide and inspire you to realize your greatest potential

Inteligencia emocional para la vida cotidiana Justin Bariso,2020-06-01 Justin Bariso nos ofrece un enfoque renovado fresco y actual del concepto de inteligencia emocional una visi n acorde a nuestros tiempos cada vez m s sometidos a la inmediatez y a la tecnolog a Inteligencia emocional para la vida cotidiana nos ense a a gestionar nuestros sentimientos de manera que estos nos sean favorables sin da arnos a nosotros mismos ni a los dem s y a superar barreras y construir relaciones m s profundas y saludables Gracias a los elocuentes ejemplos y relatos personales recogidos en sus p ginas aprenderemos tambi n que los pensamientos y h bitos afectan a las emociones y que podemos reemplazarlos por otros m s positivos Descubriremos el valor de las cr ticas y los comentarios negativos as como la importancia de poner l mites a nuestra empat a para evitar ser manipulados Una obra imprescindible que recopila herramientas y ejercicios pr cticos para aumentar nuestro coeficiente emocional Recuerda conocer mejor las emociones nos ayuda a comprendernos y tomar decisiones m s sabias Es hora de poner a las emociones a trabajar a nuestro favor

*People-Centric Security: Transforming Your Enterprise Security Culture* Lance Hayden,2015-09-25 A culture hacking how to complete with strategies techniques and resources for securing the most volatile element of information security humans People Centric Security Transforming Your Enterprise Security Culture addresses the urgent need for change at the intersection of people and security Esentially a complete security culture toolkit this comprehensive resource provides you with a blueprint for assessing designing building and maintaining human firewalls Globally recognized information security expert Lance Hayden lays out a course of action for drastically improving organizations security cultures through the precise use of mapping survey and analysis You ll discover applied techniques for embedding strong security practices into the daily routines of IT users and learn how to implement a practical executable and measurable program for human security Features downloadable mapping and surveying templates Case studies throughout showcase the methods explained in the book Valuable appendices detail security tools and cultural threat and risk modeling Written by an experienced author and former CIA human intelligence officer

**Leadership aus christlicher Perspektive** Lukas Lienhart,2024-03-19 Das Buch nimmt das wachsende Interesse an Leadership als Ausgangspunkt um dieses Ph nomen aus sozialetischer Sicht zu untersuchen Auf die Grundlagen welche die humanwissenschaftlichen Zug nge und das Verh ltnis zum Management thematisieren folgen im zweiten Teil Trennlinien Diese identifizieren dunkle Seiten Prinzipien und Praktiken die Leadership innerhalb einer Religionsgemeinschaft f rdern ebenso wie den Status quo im katholischen Kontext Als Mehrwert werden schlie lich die Bedeutung f r die katholische Soziallehre sowie Elemente eines personenbezogenen Leadership Modells herausgearbeitet

*Intelligenza emotiva applicata* Justin Bariso,2021-07-22 Puoi superare le paure che ti bloccano Puoi affinare le tue capacit emotive Puoi migliorare la qualit delle tue relazioni S sviluppando la tua intelligenza emotiva Questo libro offre una serie di strumenti pratici esercizi

e casi studio che ti permettono di riconoscere il valore delle tue emozioni evitare di essere manipolato da un uso improprio delle emozioni migliorare la qualità della tua vita privata e lavorativa

### **Formação de Líderes em Alta Performance**

Jociandre Barbosa, Elias Damasceno, Tadeu Lockermann, SÔNIA JORDÃO Autoridade em liderança, palestrante e escritora, com centenas de artigos publicados. Autora do livro “A Arte de Liderar – Vivenciando mudanças num mundo globalizado” e de outros quatro livros. Coautora de dois livros. Engenheira Mecânica, com quatro pós-graduações, possui grande experiência como consultor, Leandro Sambini, Isaac Santos, Marcio Antunes, Jerry Coutinho, Adriana Prates, Luciana Flávia de Almeida, João Vidal, Simone Meira, Thyerry Piaget Cruz, Maria do Sol, Lucas de Oliveira Salvador,, Monica Feliciano, Adriano Moraes Monteiro, Paulo Cesar Fantinato, 2018-02-14 O livro Formação de líderes em alta performance uma ferramenta valiosa para quem deseja se tornar um líder de sucesso com habilidades de alta performance Organizado por Jociandre Barbosa e Elias Damasceno este livro escrito por especialistas no assunto que oferecem insights valiosos e exemplos práticos para desenvolver habilidades de liderança efetivas O conteúdo do livro estruturado de forma clara e didática permitindo que qualquer pessoa possa aplicar os ensinamentos no seu dia a dia em qualquer ambiente Ao adquirir o livro Formação de líderes em alta performance você terá acesso a uma leitura rica em informações e experiências que o ajudarão a desenvolver as habilidades necessárias para liderar com excelência Não perca esta oportunidade de investir em si mesmo e tornar-se um líder de sucesso

### **Hacking Work**

Bill Jensen, Josh Klein, 2010-09-23 Why work harder than you have to One manager kept his senior execs happy by secretly hacking into the company's database to give them the reports they needed in one third of the time Hacking is a powerful solution to every stupid procedure tool rule and process we are forced to endure at the office Benevolent hackers are saving business from itself It would be so much easier to do great work if not for lingering bureaucracies outdated technologies and deeply irrational rules and procedures These things are killing us Frustrating Hell yes But take heart there's an army of heroes coming to the rescue Today's top performers are taking matters into their own hands bypassing sacred structures using forbidden tools and ignoring silly corporate edicts In other words they are hacking work to increase their efficiency and job satisfaction Consultant Bill Jensen teamed up with hacker Josh Klein to expose the cheat codes that enable people to work smarter instead of harder Once employees learn how to hack their work they accomplish more in less time They cut through red tape and circumvent stupid rules For instance Elizabeth's bosses wouldn't sign off on her plan to improve customer service So she made videotapes of customers complaining about what needed fixing and posted them on YouTube Within days public outcry forced senior management to reverse its decision Hacking Work reveals powerful technological and social hacks and shows readers how to apply them to sidestep bureaucratic boundaries and busywork It's about making the system work for you not the other way around so you can take control of your workload increase your productivity and help your company succeed in spite of itself

### **Hacking the Gap** Greg Voisen, 2017-06

Hacking the Gap A Journey From Intuition to Innovation and Beyond is about the inner journey of any entrepreneurs

inventors and socially conscious business leader The book guides the reader through real life stories and examples of what it is like to bring a product or service to market      Hacking Growth Sean Ellis, Morgan Brown, 2017-04-25 The definitive playbook by the pioneers of Growth Hacking one of the hottest business methodologies in Silicon Valley and beyond It seems hard to believe today but there was a time when Airbnb was the best kept secret of travel hackers and couch surfers Pinterest was a niche web site frequented only by bakers and crafters LinkedIn was an exclusive network for C suite executives and top level recruiters Facebook was MySpace s sorry step brother and Uber was a scrappy upstart that didn t stand a chance against the Goliath that was New York City Yellow Cabs So how did these companies grow from these humble beginnings into the powerhouses they are today Contrary to popular belief they didn t explode to massive worldwide popularity simply by building a great product then crossing their fingers and hoping it would catch on There was a studied carefully implemented methodology behind these companies extraordinary rise That methodology is called Growth Hacking and it s practitioners include not just today s hottest start ups but also companies like IBM Walmart and Microsoft as well as the millions of entrepreneurs marketers managers and executives who make up the community of Growth Hackers Think of the Growth Hacking methodology as doing for market share growth what Lean Start Up did for product development and Scrum did for productivity It involves cross functional teams and rapid tempo testing and iteration that focuses customers attaining them retaining them engaging them and motivating them to come back and buy more An accessible and practical toolkit that teams and companies in all industries can use to increase their customer base and market share this book walks readers through the process of creating and executing their own custom made growth hacking strategy It is a must read for any marketer entrepreneur innovator or manager looking to replace wasteful big bets and spaghetti on the wall approaches with more consistent replicable cost effective and data driven results      *Gapology* Mark Thienes, Brian Brockhoff, 2025-10-15 Gapology is the term we coined to describe what Winning Leaders do differently to identify and close Performance Gaps within their teams It all started with a curiosity Mark Thienes was curious about what makes Winning Leaders win what was missing from those underperforming and whether success was a formal process that could be taught replicated and scaled For over a decade he studied the behaviors habits and strategies of leaders who consistently produced winning results comparing them to those who struggled The answers came through in clear patterns As he documented interviews and observations he discovered that all Performance Gaps fall into one of three core categories Knowledge Gaps Importance Gaps or Action Gaps or some combination of the three That insight became our foundation Gapology provides nine Root Solutions that empower leaders to close these gaps quickly and permanently by applying intentional repeatable methods It s a framework for those who want to lead with purpose and produce consistent winning results In this newly revised edition we ve expanded our guidance with fresh insights real world applications and new tools gathered from the last 15 years of teaching Gapology to leaders around the world Our organizational purpose is Helping Leaders Achieve Their Greatest

Potential This new edition brings us closer than ever to doing just that Gapology is for all leaders regardless of team size title or industry If you re responsible for leading people you need Gapology These discoveries are now at your fingertips Achieve your full and greatest potential Identify the gaps Close the gaps and become a Winning Leader Welcome to Gapology In Gapology you ll discover simple yet powerful leadership principles that Winning Leaders use to identify and close Performance Gaps in their teams and in themselves Through the journey of Maddy a leader much like you you ll learn how to recognize where gaps originate and then how to apply a set of Root Solutions to close them for good Her story will help you see the challenges and breakthroughs in real time making the lessons practical personal and impactful as you lead your team forward After studying hundreds of high performing leaders we uncovered consistent behaviors that separate the average from the exceptional These patterns are revealed in a clear actionable framework that brings the Gapology methodology to life through relatable stories proven strategies and leadership tools that can be implemented immediately Whether you re a new manager or a seasoned executive Gapology will forever shift your leadership mindset Once you begin your Gapology journey you ll start seeing the world through the lens of a Winning Leader through the eyes of a Gapologist **Gapology**

Mark Thienes,Brian Brockhoff,2013-04 For more than a decade Mark Thienes has been documenting and analyzing the tactics and behaviors of winning leaders comparing them to leaders who were not meeting expectations In his research Thienes found that all winning leaders shared a common thread They consistently closed three distinct performance gaps in their teams The Knowledge Gap The Importance Gap The Action Gap His discoveries and how you can bring them to life is now at your fingertips Winning through achieving and exceeding expectations can begin for you today GAPOLOGY is for all leaders regardless of the size of your team It illustrates not only how to identify and close performance gaps but it also features a series of powerful exercises that bring GAPOLOGY to life Achieve your full potential with GAPOLOGY **The**

**Trillion Dollar Closure Connection** Mikalee Byerman,Heidi Struve Currey,2025-05-27 [Do Big Things](#) Craig Ross,Angela V. Paccione,Victoria L. Roberts,2017-08-16 An inspiring practical and progress oriented blueprint for energetic achievement Amid constant swirl uncertainty and complexity is your team capable of doing big things Too often people are pulled together labeled a team given a directive and expected to deliver results quickly Soon however due to lack of focus increasing pressures and competing priorities the team suffers from DSD distracted hopelessly stressed and disconnected from one another Predictably the team flatlines and the energy needed to succeed is lost Based upon research of what successful teams do to overcome severe odds Do Big Things presents an intuitive seven step process that equips teams with how to quickly and consistently operate in a manner necessary for success Team members develop the self awareness and ability to Bring their best to every situation Bring out the best in others in every interaction Partner across the business to deliver common objectives Filled with practical tools and engaging stories of teams today Do Big Things equips leaders with the how to quickly identify and activate the behaviors needed to achieve more than you or your team ever thought possible

Idea and information exchanges interlock the hand head and heart of each team member to get everyone moving toward a common goal Increasingly individually and collectively the team becomes emotionally stronger and more productive as they do their work Do Big Things provides your team with the common language necessary to be authentic empathetic and transparent so that potential barriers to success come to light faster This empowers the team to be more accountable with an enterprise mindset because they can have the profound discussions needed to adapt quicker to unforeseen challenges and demonstrate an innovative reflex By applying the concepts in this book the team s daily interactions are transformed focus is sustained and energetic progress toward your goals is triggered Every member of your team wants to succeed Do Big Things provides a straightforward method to bring greater meaning to the work everyone does so the team delivers extraordinary performance together You know what your team can achieve now use the proven method to enable them to do it

**Value Creation Is Everything** Michael Berns, Howard Hauser, 2025-05-19 50 70% of executives fail in their first 18 months on the job Even those who survive often spend decades to build a highly successful business This book is designed for executives who are feeling trapped or overwhelmed having never received the mentoring needed to transform from successful middle managers to skilled top executives Drawing on our 40 years of building successful mid market companies we ve created a common sense system a straight forward path to the critical time tested concepts practices and disciplines that deliver extraordinary results We ve made this system accessible and easy to implement providing you with a clear roadmap to your own extraordinary success in years not decades We reveal how successful leaders think act and stay focused Through examples tips tricks and actionable strategies we show you how to achieve extraordinary results year after year without plateauing Our book speaks directly to the restless innovators the current and aspiring entrepreneurs the C suite executives the presidents CEOs and the leadership teams who sense they re capable of more Most importantly it s for those who feel stuck in the gap between their vision and their reality And those who are ready to discover the shortest route to extraordinary results

**Gapology Inspirations** Brian Brockhoff, 2011-12-24 Gapology is the method Winning Leaders use to identify and close Performance Gaps It is these Gaps that prevent people from taking action around their most important expectations The discovery of these three Gaps and the nine Root Solutions used to close them have transformed the results of business leaders from all industries Gapology Inspirations can be read independently but continues the learning process begun with our first book Gapology You are provided with fifty two fun to read lessons one for each week of the year that you can quickly read absorb and apply to your life as a Winning Leader Jump start each week by reading and reflecting on one of these lessons and how it applies to your role Then leverage the message to lead motivate and inspire your team to take action and achieve a winning performance Begin your weekly transformation today

**Growth Hacking 101: What You Need To Know To Get Started** Heather Wilde, 2018-02-05 From Community Engineering to Guerrilla Marketing today s most successful Growth Hackers take a page from strategies of the past Learn how Growth Hacking got its start what it means and



get some real world tips on how you can apply these methods to any type of business Everyone needs more traffic every site needs to be seen by more people The frustration is HOW It seems like only a few years ago it was easy to be found on the internet NOW with over a billion published sites and over 500k site being launched DAILY you need more than just great content to be found you need a plan You need a plan that will drive traffic from many places to YOU to your products services ideas and solutions My name is Heather Wilde and although you may not know my name I promise you may know some of the amazing products I have helped move from obscurity to worldwide recognition I in this book I share some of the simplest and best Trade Secrets to teach you the skills tools and mindset of data driven creativity to deliver growth for your company You ll learn how to leverage Google Analytics social media marketing machine learning and more You will dominate the competitors and more importantly have fun doing it Inside you will learn How to market your brand for little to no money What tools to use that will help you automate your business to help you compete with the big guys Everything you need to know to get started with growth hacking what it is and how you can adapt and implement growth hacks to benefit any digital strategy If you are a business owner or entrepreneur looking to grow their business and learn the hacks of the trade this book can help you

## Embracing the Tune of Appearance: An Emotional Symphony within **Hacking Leadership The 11 Gaps Every Business Needs To Close And Secrets Closing Them Quickly Mike Myatt**

In a world eaten by monitors and the ceaseless chatter of instant connection, the melodic beauty and emotional symphony developed by the published term usually disappear into the backdrop, eclipsed by the persistent sound and disturbances that permeate our lives. However, nestled within the pages of **Hacking Leadership The 11 Gaps Every Business Needs To Close And Secrets Closing Them Quickly Mike Myatt** a wonderful fictional value filled with fresh emotions, lies an immersive symphony waiting to be embraced. Constructed by a masterful musician of language, this fascinating masterpiece conducts readers on a psychological trip, skillfully unraveling the hidden tunes and profound affect resonating within each carefully constructed phrase. Within the depths with this emotional examination, we can investigate the book is key harmonies, analyze their enthralling writing design, and surrender ourselves to the profound resonance that echoes in the depths of readers souls.

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## **Hacking Leadership The 11 Gaps Every Business Needs To Close And Secrets Closing Them Quickly Mike Myatt Introduction**

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