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Leadership That Gets Results (Harvard Business Review Classics) Daniel Goleman, 2017-06-06 A leader s singular job is to get results But even with all the leadership training programs and expert advice available effective leadership still eludes many people and organizations One reason says Daniel Goleman is that such experts offer advice based on inference experience and instinct not on quantitative data Now drawing on research of more than 3 000 executives Goleman explores which precise leadership behaviors yield positive results He outlines six distinct leadership styles each one springing from different components of emotional intelligence Each style has a distinct effect on the working atmosphere of a company division or team and in turn on its financial performance Coercive leaders demand immediate compliance Authoritative leaders mobilize people toward a vision Affiliative leaders create emotional bonds and harmony Democratic leaders build consensus through participation Pacesetting leaders expect excellence and self direction And coaching leaders develop people for the future The research indicates that leaders who get the best results don t rely on just one leadership style they use most of the styles in any given week Goleman details the types of business situations each style is best suited for and he explains how leaders who lack one or more of these styles can expand their repertories He maintains that with practice

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