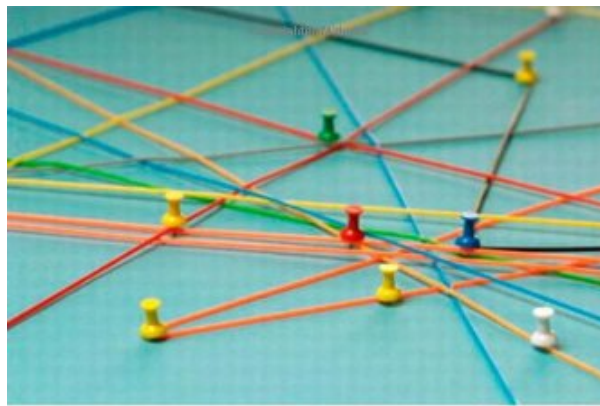


CONNECTING TOP MANAGERS: DEVELOPING EXECUTIVE TEAMS FOR BUSINESS SUCCESS BY JIM TAYLOR, LISA HANEBERG



CONNECTING TOP MANAGERS

DEVELOPING EXECUTIVE TEAMS
FOR BUSINESS SUCCESS

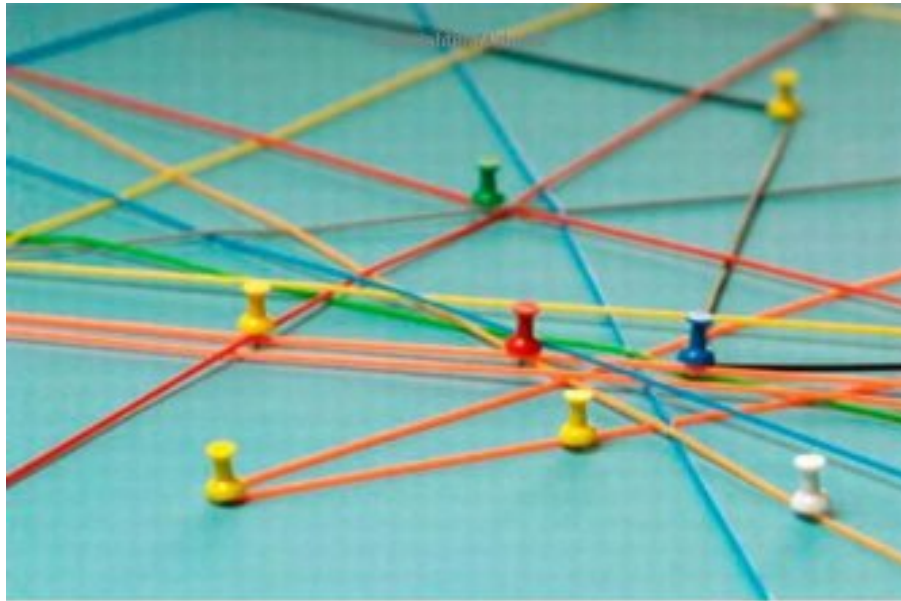
JIM TAYLOR | LISA HANEBERG

Foreword by Dick LeBeau, NFL Hall of Fame 2010

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From the Back Cover

Supercharge the Performance of Your Executive Leadership Team—and Drive Better Results Throughout the Organization

- Beyond “big dogs” and “clashing titans”: Get your superstars to work together
- Run executive team meetings that lead to action—and results
- Bring greater agility to your executive team—and your whole organization

This book focuses on your most powerful, overlooked tool for optimizing performance: improving the way your executive team works together.

First, discover why executive collaboration is even more crucial than you realize—and how it translates directly to improved engagement, retention, productivity, and business agility. Next, learn how to dramatically improve executive teamwork in any organization.

Renowned leadership team consultants Jim Taylor and Lisa Haneberg show how to objectively assess the current performance of your leadership team...move individual “superstars” toward collaboration around a common purpose...overcome the disconnect between leadership teams and everyone else...translate leadership team excellence into unprecedented levels of business performance.

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How do you go about improving leadership team performance, strengthening the connections between leaders, and strengthening the leadership team's connections with the rest of the enterprise? This book tells you how. Leadership teams, working together, create the culture and set the tone for the entire organization. When leadership teams fail to connect with employees, their organizations fail. Expensive leadership meetings often accomplish nothing, and clashing leadership styles can disrupt the entire business. What do these issues have in common? Simply this: The way leaders work together is crucial, and enormous organization-wide performance improvements can be achieved when they work together more effectively. Readers will first learn how to define what leadership team excellence looks like, and clarify the organizational impact you want your leadership team to have. Next, they'll learn how to systematically optimize the 5% of time your leaders spend working together—in person, electronically, and through subordinates. This book will help readers magnify their impact, whether they're already at the top of the organization, or aspiring to a future leadership role.

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- Published on: 2010-12-26
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1 of 1 people found the following review helpful.

Optimizing leadership team performance

By John Gibbs

Leadership teams, as a whole, create the culture of an organization, but very few organizations actually measure and work at optimizing leadership team performance, according to Jim Taylor and Lisa Haneberg in this book. Clashes within the leadership team have a significantly negative effect on the organization, and many leadership team meetings fail to produce results commensurate with their cost.

To address these issues, it is first necessary to define leadership team success. Besides achieving financial goals, how well does the team implement strategy, grow the business, make good decisions, build organizational culture, build leadership and managerial talent, build relationships, engage in coaching and collaboration, and build organizational agility?

The book goes on to describe good practices for executive teaming, how to assess the cost of meetings and ensure that meetings are creating sufficient value, a number of steps which can be taken to improve an organization's culture, how to build trust, credibility and familiarity quickly, methods for increasing leadership team member capabilities, how to enhance the organization's capacity to respond to change, and how to avoid the negative cultural traits which lead to unionization of the workforce.

I was impressed by how well the book identified issues that leadership teams often struggle with. Many leadership teams think of themselves as representatives of their functional units, rather than as a team, and as

a consequence they have never considered how important it is to the organization's success that the leadership team function well. The book provides numerous ideas and tools for dealing with leadership team issues, and I highly recommend it.

0 of 0 people found the following review helpful.

leadership team excellence

By kris rayen

Lets raise the bar and become a real team that brings the right (financial) results for your organisation, employees ... and last but not least, your clients!

2 of 4 people found the following review helpful.

Connecting Top Managers

By Kaley Klemp

"Connecting Top Managers" explores the importance of executive teamwork in business success and offers useful advice on how to achieve great communication among coworkers. We've written in detail about the "Controller" personality type and how he functions in the workplace. This is a useful complementary guide for enabling Controller types to collaborate successfully.

- Kaley Klemp & Jim Warner, Authors, "The Drama-Free Office: A Guide to Healthy Collaboration with Your Team, Coworkers, and Boss"

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