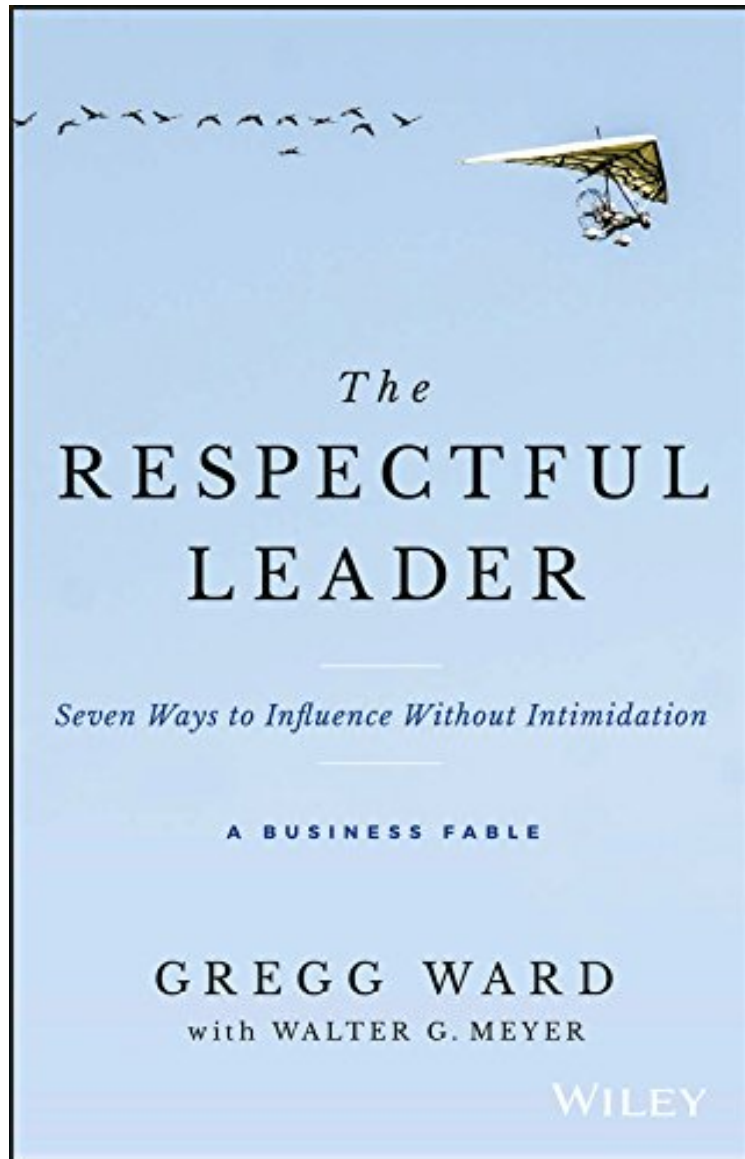


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The Respectful Leader: Seven Ways to Influence Without Intimidation

Gregg Ward

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Gregg Ward : The Respectful Leader: Seven Ways to Influence Without Intimidation before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Respectful Leader: Seven Ways to Influence Without Intimidation:

3 of 3 people found the following review helpful. A fun, interesting story with real practical advice By Customer I love this book. I bought it because I am an Executive Coach who is dealing with more and more overload in the workplace

driving higher and higher levels of mismanagement, poor leadership, and disrespect. I wanted something I could give to my clients to help them think easily about the dangers and costs of disrespect, and give them practical tools rules to apply in their leadership, and in their own lives. This book does this, and has tools and rules aplenty. But unlike a lot of business books, I believe my clients will actually READ it, and all the way through, because it's an interesting and fun story, completely aside from what you learn. I liked the people - Des, Grace, and the rest. I wanted to know what happened to them. The book gets you involved in the drama and challenges of people who seem real, struggling with real issues - and then as a bonus, you get to learn how to do better, in a clear, understandable, immediately-applicable way. I have now purchased 5 copies to give to clients. 1 of 1 people found the following review helpful. Highly recommend! By ICFantastic, thought-provoking, yet quick read, that provides a tangible playbook of common issues in the workforce and the consequences that may arise. Many of the pressures found in middle to higher management in large corporate organizations seems to squeeze out the foundation of what enables true success and innovation -- good ol' R-E-S-P-E-C-T! :) It's easy to get sidetracked, avoid self-reflection of one's reactions, and lose sight of the Golden Rule. What gives life to long-term success in professional and personal relationships stems from common respect for each other. From there, strong values and integrity can be maintained. Gregg Ward captured the complexities of this powerful element in what makes true, successful leaders. If you're striving for it, he provides you actionable steps and tips on how you can improve and empower yourself and others through respect. Highly recommend this book for everyone, from corporate cubes and corner offices to classrooms and such. 1 of 1 people found the following review helpful. A must read! By Drumm MA must read. This is a masterful story about two key characters, Des (the new CEO) and Grace (the seasoned / wise employee), who gives the new guy (Des) some sage advice, and he (wisely) decides to listen. Gregg Ward is a masterful storyteller who uses Des and Grace to illustrate the key concepts about leadership and how "people don't care about what you know until they know how much you care." In many ways, Grace reminds me of the Chief Petty Officers in the Navy - those sage middle managers who are considered to be the "backbone of the Navy, and who make or break new leaders - those who listen generally become good leaders and are well respected, but those who don't (because of their own hubris / ego) generally fail and their careers are short-lived. Behind every effective Navy leader was a good Chief early in his/her career to taught them the key to leadership was respect and how to listen. Just because it is an "easy" read doesn't mean that it isn't full of lessons - it is, and the lessons are applicable to both new and seasoned leaders. Don't miss out on the one book that could help you turn your organization around!

Boost morale and productivity by leading with respect The Respectful Leader presents an engaging, thought-provoking lesson for companies seeking off-the-charts performance. Author Gregg Ward draws on 25 years of leadership consulting, coaching and training experience to reveal the secret to great results: respect. In this true-to-life business fable, he shares the story of Des Hogan, a CEO who discovers that disrespectful behavior on the part of his leadership team is eating away at his company's morale, productivity, and profits. At a loss for a solution, he meets Gracemdash;a straight-shooting, self-described "little old lady" in the maintenance department. With her no-nonsense advice, he sets out to revamp the culture and turn his company around; but first, he has to turn inward and realize that his own behavior sets the tone for the company at every level. This enlightening, engaging and honest story will help you recognize and analyze your own behaviors and interactions, and show you how to create a winning culture based on leading with respect. Intimidation, micro-management and insecurity do not drive top-level performance. True success is built on free-flowing, trusted, and open collaboration between departments, levels, and specialties. This book shows you how to build respect among the ranksmdash;from the top down.nbsp; Learn the key respectful leadership behaviors that significantly impact morale Learn how to adjust your own, and others', attitudes to boost productivity, teamwork, and profits Benefit personally and professionally by leading from a place of mutual respect and consideration People perform best when they feel valued and valuable. And, when they are respected for their experience, talents and skills, they'll become personally invested in outcomesmdash;both short- and long-termmdash;and consistently go the extra mile. Respectful leadership ignites passion, innovation, creativity, and efficiency, while control-based leadership and intimidation breeds complacency and mediocrity. Which environment would better serve your company? The Respectful Leader shows you how to achieve sustainable success with a simple behavioral paradigm shift.

ldquo;Gregg Ward knows that common sense in the workplace is not necessarily common practice. Readnbsp;The Respectful Leadernbsp;and learn how the simple act of treating others with respect can transform individuals, departments, and organizations for the greater good.rdquo;Ken Blanchard, Co-Author,nbsp;The New One Minute Managerreg;n timer; Collaboration Begins with Youldquo;Gregg Ward's incredible sense of respect and appreciation for supporting others through listening and motivating provide him a premier point of expertise in identifying the essential skills every leader should exercise to become more effective.rdquo;Nina Tassler,nbsp;Advisor and Former Chairman, CBS Entertainmentldquo;A great, true-to-life story thatsquo;s full of people (and straightforward lessons) that show how any leader can succeed without being a jerk.Cynthia Burnham,

Author, *The Charisma Edge: A How-To Guide for Turning On Your Leadership Power*; "Being treated with dignity, fairness, and respect should be the inalienable right of every employee." Gregg Ward provides vital insights that help leadership deliver on the promise at all levels of the organization.

Kenneth Freeman, Allen Questrom Professor and Dean, Boston University Questrom School of Business; "A significant part of being a truly conscious capitalist means understanding, valuing and respecting people as full human beings. This means practicing Respectful Leadership. Through this highly readable and engaging fable, Gregg Ward conveys powerful yet simple concepts and skills that can transform organizational cultures and elevate our work and personal lives. The human and business case for Respectful Leadership is crystal clear."

Raj Sisodia, Professor, Babson College; Co-Founder Co-Chairman of the Board, Conscious Capitalism; Author, *Firms of Endearment: How World-Class Companies Profit from Passion and Purpose*; "Few business leaders appreciate that respect is the foundation of any high-performing organization. With respectful leadership, all of the other leadership tools and techniques are effective; without it, they all break down. Gregg Ward is the guru of respect and he nails it in this powerful, engaging and useful fable."

John N. Kohut, Chief Operating Officer, Orison; "If you want to keep the Millennials, treat them with respect! Ward's terrific book shows you exactly how."

Frank C. Ginsberg, Founding Chairman and CEO, AFG; "This intriguing story clearly illuminates one of the biggest challenges in today's workplace — the overwhelming lack of respect by people at all levels, and particularly by leaders. But, it doesn't have to be this way! Being a respectful leader is simple — if you reach back and remember the lessons your parents taught you about how to treat other people, then you're half way there. Ward's book provides a useful framework and easy-to-follow guidelines that will take you the rest of the way."

The Respectful Leader will help you to change your culture, change your company and even change yourself.

Milton N. Green, Jr., SPHR, Director of People Culture, Renovate America; "Ward skillfully summarizes the importance of strong interpersonal relations — so often underappreciated — in the workplace. His story makes it crystal clear how taking the time to improve your skills at respect effects not only the bottom line, but also your staff's loyalty, commitment and enthusiasm."

Eric Cornwell, M.D., Physician HR, Satisfaction Diversity, The Kaiser Permanente Medical Group; "A powerful and impactful read! Best business parable I've read since 'Death by Meeting.' With practical and easily remembered rules of the respectful road, Gregg Ward provides all the information you need to create an environment of trust, teamwork and high performance, both in your business and for your family."

Joseph C. Adan, Public Sector Department Head, Captain, U.S. Navy (Retired); "The Respectful Leader is a refreshing antidote to what's wrong in today's rude, rushed, and me-first workplace, and a practical guide for those who want to create a civil and courteous culture."

Christopher Witt, Author, *Real Leaders Don't Do PowerPoint*; "The Respectful Leader offers great, practical insights and techniques on how to build a respectful and successful organization."

Christopher Aaron, Director, Comcast Corporation; "Ward is right on target with The Respectful Leader. Finally, an easy-to-read and incredibly useful book on the real power of respect and respectful leadership."

Phil Dixon, Founder and CEO, Academy of Brain-based Leadership; "The Respectful Leader is a clever and practical book; a must read for anyone who is a leader as well as anyone who trains or coaches leaders. The examples that Ward uses for building respect within your company will hit home for anyone who reads this compelling book."

Sally Daniel, President and CEO The Sally Daniel Training Group, Inc.; "Respectful leadership is a business imperative for building a trust-based, collaborative and effective organization. This book is extremely useful for leaders who want to set an overall tone of respect, as well as to mentor and coach their staff. A great read."

Robert J. Makar, Partner (ret.), Booz Allen Hamilton; "Extraordinarily valuable lessons in this book! They sure don't teach you this stuff in business school."

The Respectful Leader is compelling and practical, while also being a quick, engaging and easy read.

Mark Schall, MA CPC, Business and Executive Coach; "This story provides a compelling, real-world example of the business challenges that can result from having little or no respect in your workplace. Fortunately, Ward provides practical, easy-to-follow advice on how to turn things around. A must read for every leader!"

Catherine Mattice, Author, *BACK OFF! Your Kick-Ass Guide to Ending Bullying at Work*; "The greatest leaders make respectful leadership look easy — a skill often mastered through experience. This book offers valuable leadership lessons in an easy-to-read parable and provides simple methods for influencing others without intimidation. Grimace as the new CEO makes all of the classic leadership mistakes you'll never want to go through and cheer when he transforms into the respectful leader."

Matthew Rivaldi, MBA, Business Faculty, San Diego State University; "From the Inside Flap: A compelling, true-to-life business story about how respect can turn everything around. Her tools packed away, Grace stood up, turned back to Des, and looked at him intently. "But, what bothers me most, Mr. Hogan," she continued, "is that before we got bought out and you became CEO, no one ever, and I mean ever, raised their voices in anger or cursed at each other." Des didn't have the patience to consider the value of her walk down memory lane. "Well, that's just great, Grace," he said with a hint of sarcasm. "I'm happy for you. But, you don't seem to get it; this company is in real trouble; I've got to turn it around fast. I don't have time for warm and fuzzies and singing Kumbaya." "OK, Mr. Hogan, I get it." "Good," Des replied with finality and started to turn away. But Grace wasn't done. "So, Mr. Hogan, one question." Des stopped with an annoyed sigh and turned back to her. "What's that?"

he snapped. "How's that 'tough guy' strategy working for you?" In *The Respectful Leader*, Gregg Ward—acclaimed leadership consultant, speaker, and executive coach—introduces Des Hogan, a brand-new CEO who discovers that disrespectful behavior on the part of his leadership team is quickly eating away at his company's morale, sales, and profits. In the middle of a meltdown, Des is confronted by Grace—a straight-shooting, self-described "little old lady" in the maintenance department who refuses to tolerate disrespect. Backed into a corner, Des decides to take her no-nonsense advice, and sets out to revamp the culture and turn his company around. This enlightening, engaging and honest story, based on the author's 25+ years of experience serving some of the world's top companies, will help you recognize the power of respect and show you how to create a winning culture based on Respectful Leadership.

From the Back Cover Praise for *THE RESPECTFUL LEADER* and GREGG WARD

"Gregg Ward knows that common sense in the workplace is not necessarily common practice. Read *The Respectful Leader* and learn how the simple act of treating others with respect can transform individuals, departments, and organizations for the greater good." —Ken Blanchard, Co-Author, *The New One Minute Manager*; and *Collaboration Begins with You*

"Gregg Ward's incredible sense of respect and appreciation for supporting others through listening and motivating provide him a premier point of expertise in identifying the essential skills every leader should exercise to become more effective." —Nina Tassler, Advisor and Former Chairman, CBS Entertainment

"Through this highly readable and engaging fable, Gregg Ward conveys powerful yet simple concepts and skills that can transform organizational cultures and elevate our work and personal lives. The human and business case for Respectful Leadership is crystal clear." —Raj Sisodia, Professor, Babson College, Co-Founder Co-Chairman of the Board, *Conscious Capitalism*, Author, *Firms of Endearment: How World-Class Companies Profit from Passion and Purpose*

"Gregg Ward's fable reminds us that developing a habit of respect for others is the right thing to do; and for business leaders, its regular practice can reap enormous benefits. This book is an excellent primer on the Golden Rule's significance in the workplace, as well as in daily living." —Jack Lentz, Founder and CEO, *Annex Brands, Inc.*

"A great, true-to-life story that's full of people (and straightforward lessons) that show how any leader can succeed without being a jerk." —Cynthia Burnham, Author, *The Charisma Edge: A How-To Guide for Turning On Your Leadership Power*

"Being treated with dignity, fairness, and respect should be the inalienable right of every employee. Gregg Ward provides vital insights that help leadership deliver on the promise at all levels of the organization." —Kenneth W. Freeman, Allen Questrom Professor and Dean, Boston University Questrom School of Business

"If you want to keep the Millennials, treat them with respect! Ward's terrific book shows you exactly how." —Frank C. Ginsberg, Founding Chairman and CEO, AFG