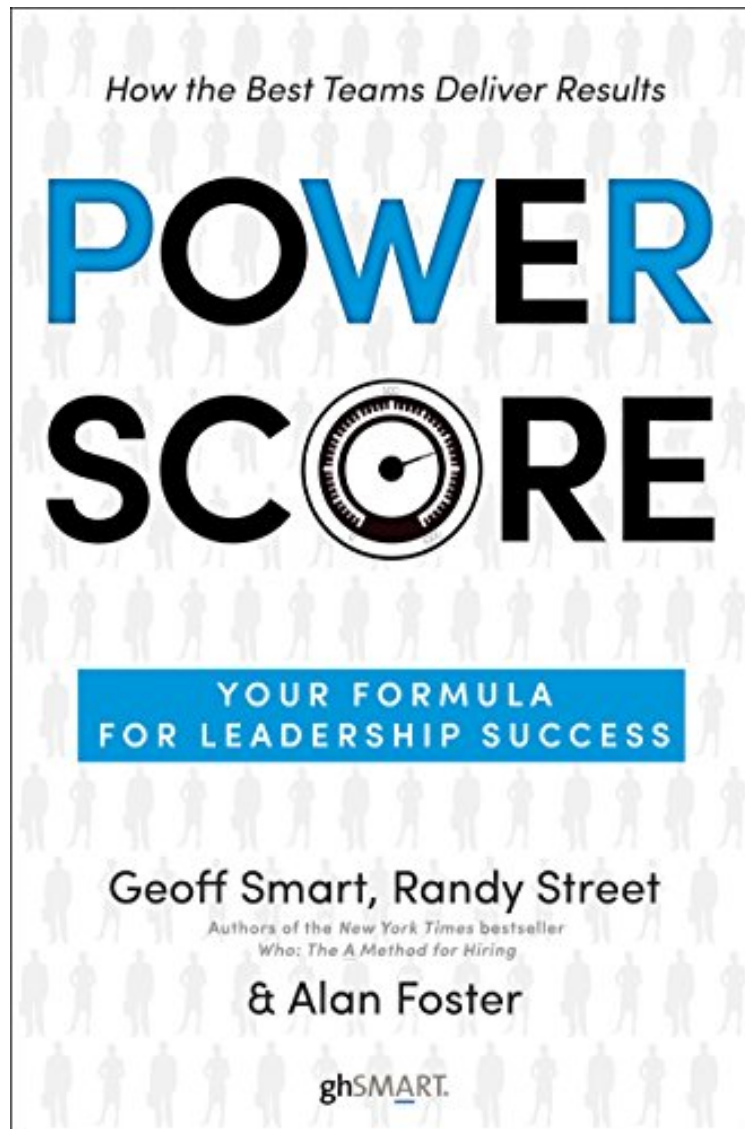


Power Score: Your Formula for Leadership Success

Geoff Smart, Randy Street, Alan Foster

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Geoff Smart, Randy Street, Alan Foster : Power Score: Your Formula for Leadership Success before purchasing it in order to gauge whether or not it would be worth my time, and all praised Power Score: Your Formula for Leadership Success:

2 of 2 people found the following review helpful. Power Score is like having a series of conversations with your very own executive coach. By Margaret H. Greenberg. Written in an informal, Q & A style, yet backed up with data from more than 15,000 career interviews, Smart, Street, and Foster lay out their formula for running a successful organization — both for-profits and non-profits. $P + W + R = \text{Power Score}$. Yes, it's a real formula and they've been testing it at businesses large and small for nearly two decades. Other reviewers have focused on the formula, so I

won't be redundant. Instead, I offer another perspective. I must admit I was a bit skeptical at first when I saw that all the endorsers of Power Score were men. As a female entrepreneur and lifelong student of leadership I thought, "Here we go again. Another business book with male dominated case studies." I was pleasantly surprised that the authors weave in real-life stories from both male and female leaders, who have succeeded and failed, to bring their formula to life. Refreshing! The added bonus? Starting on page 140, the authors outline a 10-step process for facilitating your own Power Score conversation in as little as an hour. Whether you lead a team or an organization, or serve as a coach/consultant to one, you will find Power Score an easy, yet relevant read, and even easier to implement. Margaret H. Greenberg, is the co-author of the bestseller Profit from the Positive: Proven Leadership Strategies to Boost Productivity and Transform Your Business, with a foreword by Tom Rath. 2 of 2 people found the following review helpful. Don't miss this essential guide on leadership success By A. Mann In the tradition of their previous best-selling business books, the authors of Power Score distill effective leadership into its essential parts: right priorities, right who (people), and right relationships. Smart, Street and Foster simplify the process of getting to these core elements by giving the reader high-leverage questions and illustrative anecdotes to consider along the way. They even share one embarrassing example of needing to better articulate the priorities of their leadership advisory firm ghSMART, not just in terms of "the what" are their goals, but in terms of "the why" the company exists and what needs in the world it serves. While Power Score is written in an easy-to-read question and answer format, the book demonstrates through extensive research on over 15,000 leaders that getting to the right priorities, who, and relationships is anything but simple. In fact, the authors convincingly show that most leaders are seriously challenged to effectively perform one or more of these critical tasks, and only 1% of leaders excel at all three. Power Score is an essential guide for any leader who is striving for excellence, and anyone who wants to understand what it takes to select and develop more effective leaders in the world. 1 of 1 people found the following review helpful. A master class in business success By Christopher Gabriel "Power Score" will make you and your whole enterprise better. If you run a start-up, a team, a franchise, an office, a division, a whole company or if you aspire to do so, you will benefit from the process presented. Buy a copy for yourself and everyone you work with. The writing is conversational and crisp, the examples are engaging, and the tools provided just make sense. The fact that the book is written by proven leadership experts and based on thousands of real-world examples adds great credibility. If you are going to harness one book on leadership to have an immediate impact on your business -- this is it.

ghSMART, the bestselling team behind Who: The A Method for Hiring, returns with a breakthrough formula for how the best leaders and teams deliver results. "ghSMART is the world's top firm for helping leaders hire talented teams and run them at full power. Nothing is more important." — Marshall Goldsmith, bestselling author of Mojo and What Got You Here Won't Get You There "The most useful book about leadership." That is what we hope you and your team will say after finishing Power Score. Is your team running at full power? Only 10 percent of leaders run their teams at full power. The formula you are about to learn is based on the most extensive research of its kind, spanning more than 15,000 careers with over 9 million data points. The idea has been battle-tested for more than two decades by leaders in every major industry. It works. Successful leadership starts with three key questions: 1. Priorities — Do we have the right priorities? (Only 24 percent of leaders do.) 2. Whom — Do we have the right people on the team? (Only 14 percent of leaders do.) 3. Relationships — Do we have the right relationships that deliver results? (Only 47 percent of leaders do.) Learn how to calculate your team's Power Score, and how to improve each of the three key areas of leadership. Learn what to do, and what not to do, from compelling statistics and inspiring stories of those leaders who have succeeded and those who have failed. You may be surprised how easy it is to read this little book. And you may be even more surprised by how fast this approach will boost your team's results. When you dial up your team's Power Score, you will make a greater impact as a leader, help your team earn more money for your cause (whatever your cause may be), and enjoy greater career success. Praise for Power Score "Shaking distrust out of an organization is hard. But the payoff is immense. Bravo to Smart, Street and Foster for sharing their ideas about how to make that happen." — Forbes " [Power Score] offers insights on improving in each dimension and inspiration. It's written briskly, in a question-and-answer format that keeps ideas clear and concise. The book's a winner and maybe you will be too if you try its approach." — The Globe and Mail "The power score is the secret sauce that gives the group the information needed to fix problems. The authors provide plenty of guidance presented in an accessible QA format." — Success "I would not be surprised if Power Score became the new go-to guide for leadership. Effective teams are key in everything from healthcare to business to government to nonprofits, and this book will help organizations change the conversation about getting results." — Atul Gawande, New York Times bestselling author of Being Mortal and The Checklist Manifesto "Smart, Street, and Foster have turned more than twenty years of research on leadership into a practical, systematic approach for getting results." — Frederick W. Smith, chairman and chief executive officer of FedEx Corporation "My entire team applied the principles of Power Score and has enjoyed explosive growth as a result. Even better, I am having more fun as a leader than ever

