

# PATRICK M LENCIONI S TEAM ASSESSMENT

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THE NEW YORK TIMES BEST SELLING TEAM LEADERSHIP HANDBOOK FOR MODERN EXECUTIVES MANAGERS  
AND ORGANIZATIONS AFTER HER FIRST TWO WEEKS OBSERVING THE PROBLEMS AT DECISIONTECH

KATHRYN PETERSEN ITS NEW CEO HAD MORE THAN A FEW MOMENTS WHEN SHE WONDERED IF SHE SHOULD HAVE TAKEN THE JOB BUT KATHRYN KNEW THERE WAS LITTLE CHANCE SHE WOULD HAVE TURNED IT DOWN AFTER ALL RETIREMENT HAD MADE HER ANTSY AND NOTHING EXCITED HER MORE THAN A CHALLENGE WHAT SHE COULD NOT HAVE KNOWN WHEN SHE ACCEPTED THE JOB HOWEVER WAS JUST HOW DYSFUNCTIONAL HER TEAM WAS AND HOW TEAM MEMBERS WOULD CHALLENGE HER IN WAYS THAT NO ONE EVER HAD BEFORE FOR TWENTY YEARS THE FIVE DYSFUNCTIONS OF A TEAM HAS BEEN ENGAGING AUDIENCES WITH A PAGE TURNING REALISTIC FABLE THAT FOLLOWS THE TRAVAILS OF KATHRYN PETERSEN DECISIONTECH'S CEO AS SHE FACES THE ULTIMATE LEADERSHIP CRISIS SHE MUST UNITE A TEAM IN SUCH DISARRAY THAT IT THREATENS TO DERAIL THE ENTIRE COMPANY EQUAL PARTS LEADERSHIP FABLE AND BUSINESS HANDBOOK THIS DEFINITIVE SOURCE ON TEAMWORK BY PATRICK LENCIONI REVEALS THE FIVE BEHAVIORAL TENDENCIES THAT GO TO THE HEART OF WHY EVEN THE BEST TEAMS STRUGGLE HE OFFERS A POWERFUL MODEL AND STEP BY STEP GUIDE FOR OVERCOMING THOSE DYSFUNCTIONS AND GETTING EVERY ONE ROWING IN THE SAME DIRECTION TODAY THE LESSONS IN THE FIVE DYSFUNCTIONS OF A TEAM ARE MORE RELEVANT THAN EVER THIS SPECIAL ANNIVERSARY EDITION CELEBRATES ONE OF THE BEST SELLING BUSINESS BOOKS OF ALL TIME WITH A NEW FOREWORD FROM THE AUTHOR THAT REFLECTS ON ITS LEGACY AND LESSONS

A GRIPPING TALE THAT REVEALS WHAT OCCUPIES THE MINDS OF THE WORLD'S BEST BUSINESS LEADERS AS CEO MOST EVERYTHING THAT RICH O'CONNOR DID HAD SOMETHING TO DO WITH AT LEAST ONE OF THE FOUR DISCIPLINES ON HIS FAMED YELLOW SHEET SOME OF THE FIRM'S EXECUTIVES JOKED THAT HE WAS OBSESSED WITH IT INTERESTINGLY ONLY A HANDFUL OF PEOPLE KNEW WHAT WAS ON THAT SHEET AND SO IT REMAINED SOMETHING OF A MYSTERY WHICH WAS OKAY WITH RICH BECAUSE NO ONE REALLY NEEDED TO UNDERSTAND IT OTHER THAN HIM HE CERTAINLY NEVER SUSPECTED THAT IT WOULD BECOME THE BLUEPRINT OF AN EMPLOYEE'S PLAN TO DESTROY THE FIRM IN THIS STUNNING FOLLOW UP TO HIS BEST SELLING BOOK THE FIVE TEMPTATIONS OF A CEO PATRICK LENCIONI OFFERS UP ANOTHER LEADERSHIP FABLE THAT'S EVERY BIT AS COMPELLING AND ILLUMINATING AS ITS PREDECESSOR THIS TIME LENCIONI'S FOCUS IS ON A LEADER'S CRUCIAL ROLE IN BUILDING A HEALTHY ORGANIZATION AN OFTEN OVERLOOKED BUT ESSENTIAL ELEMENT OF BUSINESS LIFE THAT IS THE LINCHPIN OF SUSTAINED SUCCESS READERS ARE TREATED TO A STORY OF CORPORATE INTRIGUE AS RICH O'CONNOR FICTIONAL CEO OF TECHNOLOGY CONSULTING COMPANY TELEGRAPH PARTNERS FACES A LEADERSHIP CHALLENGE SO GREAT THAT IT THREATENS TO TOPPLE HIS COMPANY HIS CAREER AND EVERYTHING HE HOLDS TRUE ABOUT WHAT MAKES A LEADER TRULY EXCEPTIONAL IN THE STORY'S TELLING LENCIONI DEFTLY HELPS HIS READERS UNDERSTAND THE DISARMING SIMPLICITY AND POWER OF CREATING A HEALTHY ORGANIZATION AND REVEALS FOUR KEY DISCIPLINES THAT THEY CAN FOLLOW TO ACHIEVE IT IN THE FOUR OBSESSIONS OF AN EXTRAORDINARY EXECUTIVE LENCIONI DELIVERS AN UTTERLY GRIPPING TALE WITH

A POWERFUL AND MEMORABLE MESSAGE FOR ALL WHO STRIVE TO BE REMARKABLE LEADERS

A BESTSELLING AUTHOR AND BUSINESS GURU TELLS HOW TO IMPROVE YOUR JOB SATISFACTION AND PERFORMANCE IN HIS SIXTH FABLE BESTSELLING AUTHOR PATRICK LENCIONI TAKES ON A TOPIC THAT ALMOST EVERYONE CAN RELATE TO THE CAUSES OF A MISERABLE JOB MILLIONS OF WORKERS EVEN THOSE WHO HAVE CAREFULLY CHOSEN CAREERS BASED ON TRUE PASSIONS AND INTERESTS DREAD GOING TO WORK SUFFERING EACH DAY AS THEY TRUDGE TO JOBS THAT MAKE THEM CYNICAL WEARY AND FRUSTRATED IT IS A SIMPLE FACT OF BUSINESS LIFE THAT ANY JOB FROM INVESTMENT BANKER TO DISHWASHER CAN BECOME MISERABLE THROUGH THE STORY OF A CEO TURNED PIZZERIA MANAGER LENCIONI REVEALS THE THREE ELEMENTS THAT MAKE WORK MISERABLE IRRELEVANCE IMMEASURABILITY AND ANONYMITY AND GIVES MANAGERS AND THEIR EMPLOYEES THE KEYS TO MAKE ANY JOB MORE FULFILLING AS WITH ALL OF LENCIONI S BOOKS THIS ONE IS FILLED WITH ACTIONABLE ADVICE YOU CAN PUT INTO EFFECT IMMEDIATELY IN ADDITION TO THE FABLE THE BOOK INCLUDES A DETAILED MODEL EXAMINING THE THREE SIGNS OF JOB MISERY AND HOW THEY CAN BE REMEDIED IT COVERS THE BENEFITS OF MANAGING FOR JOB FULFILLMENT WITHIN ORGANIZATIONS INCREASED PRODUCTIVITY GREATER RETENTION AND COMPETITIVE ADVANTAGE AND OFFERS EXAMPLES OF HOW MANAGERS CAN USE THE APPLICATIONS IN THE BOOK TO DEAL WITH SPECIFIC JOBS AND SITUATIONS PATRICK LENCIONI SAN FRANCISCO CA IS PRESIDENT OF THE TABLE GROUP A MANAGEMENT CONSULTING FIRM SPECIALIZING IN EXECUTIVE TEAM DEVELOPMENT AND ORGANIZATIONAL HEALTH AS A CONSULTANT AND KEYNOTE SPEAKER HE HAS WORKED WITH THOUSANDS OF SENIOR EXECUTIVES AND EXECUTIVE TEAMS IN ORGANIZATIONS RANGING FROM FORTUNE 500 COMPANIES TO HIGH TECH STARTUPS TO UNIVERSITIES AND NONPROFITS HIS CLIENTS INCLUDE AT T BECHTEL BOEING CISCO SAM S CLUB MICROSOFT MITSUBISHI ALLSTATE VISA FEDEX NEW YORK LIFE SPRINT NOVELL SYBASE THE MAKE A WISH FOUNDATION AND THE U S MILITARY ACADEMY AT WEST POINT LENCIONI IS THE AUTHOR OF SIX BESTSELLING BOOKS INCLUDING THE FIVE DYSFUNCTIONS OF A TEAM HE PREVIOUSLY WORKED FOR ORACLE SYBASE AND THE MANAGEMENT CONSULTING FIRM BAIN COMPANY

A STRAIGHTFORWARD FRAMEWORK FOR CREATING ENGAGING AND EXCITING BUSINESS MEETINGS CASEY MCDANIEL HAD NEVER BEEN SO NERVOUS IN HIS LIFE IN JUST TEN MINUTES THE MEETING AS IT WOULD FOREVER BE KNOWN WOULD BEGIN CASEY HAD EVERY REASON TO BELIEVE THAT HIS PERFORMANCE OVER THE NEXT TWO HOURS WOULD DETERMINE THE FATE OF HIS CAREER HIS FINANCIAL FUTURE AND THE COMPANY HE HAD BUILT FROM SCRATCH HOW COULD MY LIFE HAVE UNRAVELED SO QUICKLY HE WONDERED IN HIS LATEST PAGE TURNING WORK OF BUSINESS FICTION BEST SELLING AUTHOR PATRICK LENCIONI PROVIDES READERS WITH ANOTHER POWERFUL AND THOUGHT PROVOKING BOOK THIS ONE CENTERED AROUND A CURE FOR THE MOST PAINFUL YET UNDERESTIMATED PROBLEM OF MODERN BUSINESS BAD MEETINGS AND WHAT HE SUGGESTS IS BOTH SIMPLE AND

REVOLUTIONARY CASEY MCDANIEL THE FOUNDER AND CEO OF YIP SOFTWARE IS IN THE MIDST OF A PROBLEM HE CREATED BUT ONE HE DOESN T KNOW HOW TO SOLVE AND HE DOESN T KNOW WHERE OR WHO TO TURN TO FOR ADVICE HIS STAFF CAN T HELP HIM THEY RE AS DUMBFOUNDED AS HE IS BY THEIR TORTUOUS MEETINGS THEN AN UNLIKELY ADVISOR WILL PETERSON ENTERS CASEY S WORLD WHEN HE PROPOSES AN UNCONVENTIONAL EVEN RADICAL APPROACH TO SOLVING THE MEETING PROBLEM CASEY IS JUST DESPERATE ENOUGH TO LISTEN AS IN HIS OTHER BOOKS LENCIONI PROVIDES A FRAMEWORK FOR HIS GROUNDBREAKING MODEL AND MAKES IT APPLICABLE TO THE REAL WORLD DEATH BY MEETING IS NOTHING SHORT OF A BLUEPRINT FOR LEADERS WHO WANT TO ELIMINATE WASTE AND FRUSTRATION AMONG THEIR TEAMS AND CREATE ENVIRONMENTS OF ENGAGEMENT AND PASSION

MOST OF THE ORGANIZATIONS WHERE WE LIVE AND WORK ARE MARKED BY UNDER PERFORMING OFTEN DYSFUNCTIONAL TEAMS WHY BECAUSE TEAMWORK IS AN UNNATURAL PHENOMENON ONE THAT CAN ONLY BE ACHIEVED THROUGH AN UNDERSTANDING OF THE BASIC HUMAN TENDENCIES WHICH CAUSE GROUP POLITICS AND SELF INTEREST UNFORTUNATELY TOO MANY LEADERS AND THE CONSULTANTS WHO SERVE THEM FOCUS ON CONTRIVED EXERCISES AND TANGENTIAL THEORIES WHICH DO NOT ADDRESS THE CORE ISSUES AT THE HEART OF DYSFUNCTIONAL TEAMS LENCIONI PROVIDES A POWERFUL THEORY ABOUT THE FIVE BEHAVIORAL TENDENCIES THAT CORRUPT TEAMS HIS INSIGHTS ARE AT ONCE BOTH GROUNDBREAKING AND SIMPLE AND THEY ARE PRESENTED IN A WAY THAT CAN BE APPLIED IN ANY ORGANIZATION IMMEDIATELY THE FIVE DYSFUNCTIONS RECOGNITION CORRUPTS RESULTS THE DESIRE FOR INDIVIDUAL CREDIT ERODES THE FOCUS ON COLLECTIVE SUCCESS POPULARITY CORRUPTS ACCOUNTABILITY THE NEED TO AVOID INTERPERSONAL DISCOMFORT PREVENTS TEAM MEMBERS FROM HOLDING ONE ANOTHER ACCOUNTABLE FOR THEIR BEHAVIORS CERTAINTY CORRUPTS CLARITY THE FEAR OF BEING WRONG PREVENTS MEMBERS OF TEAMS FROM MAKING DECISIONS IN A TIMELY AND DEFINITIVE WAY HARMONY CORRUPTS CONFLICT THE DESIRE FOR PRESERVING HARMONY ELIMINATES THE OCCURRENCE OF PRODUCTIVE IDEOLOGICAL CONFLICT INVULNERABILITY CORRUPTS TRUST THE FEAR OF BEING VULNERABLE IN FRONT OF TEAM MEMBERS PREVENTS THE BUILDING OF TRUST WITHIN THE TEAM THE BOOK BEGINS WITH THE FICTIONAL STORY OF A WOMAN WHO BECOMES CEO OF A STRUGGLING HIGH PROFILE SILICON VALLEY COMPANY WITH A DYSFUNCTIONAL EXECUTIVE TEAM AND TURNS THINGS AROUND FOLLOWING THE STORY IS AN ANALYSIS OF THE FIVE CORRUPTIONS DIAGNOSTIC QUESTIONS TO HELP READERS ASSESS THEIR ORGANIZATIONS AND A TEAMWORK MODEL GIVING THEM ACTION STEPS TO OVERCOME THE CORRUPTIONS THIS BOOK IS THE EQUIVALENT OF THE FIVE TEMPTATIONS OF A CEO FOR TEAMS AND COMES AT A TIME WHEN EVERY COMPANY IS GRAPPLING WITH HOW TO CREATE AND INNOVATE THROUGH GROUP EFFORT RATHER THAN INDIVIDUAL CONTRIBUTOR EFFORT

PRACTICAL AND HANDS ON STRATEGIES FOR BREAKING DOWN SILOS AND MINIMIZING WORKPLACE POLITICS IN YET ANOTHER PAGE TURNER NEW YORK TIMES BEST SELLING AUTHOR AND ACCLAIMED MANAGEMENT EXPERT PATRICK LENCIONI ADDRESSES THE COSTLY AND MADDENING ISSUE OF SILOS THE BARRIERS THAT CREATE ORGANIZATIONAL POLITICS SILOS DEVASTATE ORGANIZATIONS KILL PRODUCTIVITY PUSH GOOD PEOPLE OUT THE DOOR AND JEOPARDIZE THE ACHIEVEMENT OF CORPORATE GOALS AS WITH HIS OTHER BOOKS LENCIONI WRITES SILOS POLITICS AND TURF WARS AS A FICTIONAL BUT EERILY FAMILIAR STORY THE STORY IS ABOUT JUDE COUSINS AN EAGER YOUNG MANAGEMENT CONSULTANT STRUGGLING TO LAUNCH HIS PRACTICE BY SOLVING ONE OF THE MORE UNIVERSAL AND FRUSTRATING PROBLEMS FACED BY HIS CLIENTS THROUGH TRIAL AND ERROR HE DEVELOPS A SIMPLE YET GROUND BREAKING APPROACH FOR HELPING THEM TRANSFORM CONFUSION AND INFIGHTING INTO CLARITY AND ALIGNMENT IN THE BOOK YOU LL FIND WAYS TO RECOGNIZE THE DEVASTATING AND DESTRUCTIVE POWER OF SILOS HOW TO CREATE AN OVERARCHING THEMATIC GOAL OR RALLYING CRY FOR YOUR ORGANIZATION STRATEGIES FOR EMPLOYEES TO AVOID THE CONFUSION THAT OFTEN ACCOMPANIES WORKING IN MATRIX ORGANIZATIONS PERFECT FOR EXECUTIVES MANAGERS AND OTHER BUSINESS LEADERS SILOS POLITICS AND TURF WARS WILL ALSO EARN A PLACE IN THE LIBRARIES OF CONSULTANTS AND OTHER PROFESSIONALS WHO SERVE ORGANIZATIONS OF ALL SIZES

RESIST TEMPTATIONS EMBRACE OBSESSIONS DISPEL DYSFUNCTIONS AT LAST PATRICK LENCIONI S DECEPTIVELY SIMPLE FABLES ON LEADERSHIP ARE AVAILABLE AS A SET FOCUSING ON A DIFFERENT ASPECT OF LEADERSHIP EACH BOOK POINTS OUT THE MISTAKES THAT ARE SO EASY TO MAKE AND HELPS YOU LEARN TO AVOID THEM BEFORE THEY OCCUR THESE ABSORBING BOOKS WRITTEN TO BE READ IN ONE SITTING WILL HELP YOU EXCEL AS A LEADER INCLUDED IN THE SET ARE THE FIVE TEMPTATIONS OF A CEO A LEADERSHIP FABLE ABSORBING COMPELLING AND UTTERLY MEMORABLE THE FIVE TEMPTATIONS OF A CEO IS LIKE NO OTHER BUSINESS BOOK THAT S COME BEFORE AUTHOR PATRICK LENCIONI DEFTLY TELLS THE TALE OF A YOUNG CEO WHO FACING HIS FIRST ANNUAL BOARD REVIEW KNOWS HE IS FAILING BUT DOESN T KNOW WHY REFRESHINGLY ORIGINAL AND UTTERLY COMPELLING THE STORY OF THIS EXECUTIVE WILL BE ENJOYED REMEMBERED AND REREAD FOR YEARS TO COME IT SERVES A TIMELESS AND POTENT REMINDER THAT SUCCESS AS A LEADER CAN COME DOWN TO PRACTICING A FEW SIMPLE BEHAVIORS BEHAVIORS THAT ARE PAINFULLY DIFFICULT FOR EACH OF US TO MASTER THE FOUR OBSESSIONS OF AN EXTRAORDINARY EXECUTIVE A LEADERSHIP FABLE IN THIS STUNNING FOLLOW UP TO HIS BEST SELLING BOOK THE FIVE TEMPTATIONS OF A CEO PATRICK LENCIONI OFFERS UP ANOTHER LEADERSHIP FABLE THAT S EVERY BIT AS COMPELLING AND ILLUMINATING AS ITS PREDECESSOR THIS TIME LENCIONI S FOCUS IS ON A LEADER S CRUCIAL ROLE IN BUILDING A HEALTHY ORGANIZATION AN OFTEN OVERLOOKED BUT ESSENTIAL ELEMENT OF BUSINESS LIFE THAT IS THE LINCHPIN OF SUSTAINED SUCCESS READERS ARE TREATED TO A STORY OF

CORPORATE INTRIGUE AS THE FRUSTRATED HEAD OF ONE CONSULTING FIRM FACES A LEADERSHIP CHALLENGE SO GREAT THAT IT THREATENS TO TOPPLE HIS COMPANY HIS CAREER AND EVERYTHING HE HOLDS TRUE ABOUT LEADERSHIP ITSELF IN THE STORY S TELLING LENCIONI HELPS HIS READERS UNDERSTAND THE DISARMING SIMPLICITY AND POWER OF CREATING ORGANIZATIONAL HEALTH AND REVEALS FOUR KEY DISCIPLINES THAT THEY CAN FOLLOW TO ACHIEVE IT THE FIVE DYSFUNCTIONS OF A TEAM A LEADERSHIP FABLE IN THE FIVE DYSFUNCTIONS OF A TEAM PATRICK LENCIONI ONCE AGAIN OFFERS A LEADERSHIP FABLE THAT IS AS ENTHRALLING AND INSTRUCTIVE AS HIS FIRST TWO BEST SELLING BOOKS THE FIVE TEMPTATIONS OF A CEO AND THE FOUR OBSESSIONS OF AN EXTRAORDINARY EXECUTIVE THIS TIME HE TURNS HIS KEEN INTELLECT AND STORYTELLING POWER TO THE FASCINATING COMPLEX WORLD OF TEAMS THROUGHOUT THE STORY LENCIONI REVEALS THE FIVE DYSFUNCTIONS WHICH GO TO THE VERY HEART OF WHY TEAMS EVEN THE BEST ONES OFTEN STRUGGLE HE OUTLINES A POWERFUL MODEL AND ACTIONABLE STEPS THAT CAN BE USED TO OVERCOME THESE COMMON HURDLES AND BUILD A COHESIVE EFFECTIVE TEAM JUST AS WITH HIS OTHER BOOKS LENCIONI HAS WRITTEN A COMPELLING FABLE WITH A POWERFUL YET DECEPTIVELY SIMPLE MESSAGE FOR ALL THOSE WHO STRIVE TO BE EXCEPTIONAL TEAM LEADERS PLEASE NOTE THAT THESE BOOKS ARE ALSO AVAILABLE INDIVIDUALLY

PRACTICAL EXERCISES AND HANDS ON TOOLS TO BRING TO LIFE THE TIMELESS ADVICE FOUND IN THE AUTHOR S BEST SELLING BOOK THE FIVE DYSFUNCTIONS OF A TEAM IN THE YEARS FOLLOWING THE PUBLICATION OF PATRICK LENCIONI S BEST SELLER THE FIVE DYSFUNCTIONS OF A TEAM FANS HAVE BEEN CLAMORING FOR MORE INFORMATION ON HOW TO IMPLEMENT THE IDEAS OUTLINED IN THE BOOK IN OVERCOMING THE FIVE DYSFUNCTIONS OF A TEAM LENCIONI OFFERS SPECIFIC PRACTICAL GUIDANCE FOR OVERCOMING THE FIVE DYSFUNCTIONS USING TOOLS EXERCISES ASSESSMENTS AND REAL WORLD EXAMPLES HE EXAMINES QUESTIONS THAT ALL TEAMS MUST ASK THEMSELVES ARE WE REALLY A TEAM HOW ARE WE CURRENTLY PERFORMING ARE WE PREPARED TO INVEST THE TIME AND ENERGY REQUIRED TO BE A GREAT TEAM WRITTEN CONCISELY AND TO THE POINT THIS GUIDE GIVES LEADERS LINE MANAGERS AND CONSULTANTS ALIKE THE TOOLS THEY NEED TO GET THEIR TEAMS UP AND RUNNING QUICKLY AND EFFECTIVELY

SHAY WAS STILL ANGRY BUT SHRUGGED NONCHALANTLY AS IF TO SAY IT S NOT THAT BIG OF A DEAL SO WHAT AM I WRONG ABOUT YOU RE NOT GOING TO WANT TO HEAR THIS BUT I HAVE TO TELL YOU ANYWAY LIAM PAUSED BEFORE FINISHING YOU MIGHT BE WORKING HARD BUT YOU RE NOT DOING IT FOR THE COMPANY WHAT THE HELL DOES THAT MEAN SHAY WANTED TO KNOW KNOWING THAT HIS ADVERSARY MIGHT PUNCH HIM FOR WHAT HE WAS ABOUT TO SAY LIAM RESPONDED YOU RE DOING IT FOR YOURSELF NEW YORK TIMES BEST SELLING AUTHOR PATRICK LENCIONI HAS WRITTEN A DOZEN BOOKS THAT FOCUS ON HOW LEADERS CAN BUILD TEAMS AND

LEAD ORGANIZATIONS IN THE MOTIVE HE SHIFTS HIS ATTENTION TOWARD HELPING THEM UNDERSTAND THE IMPORTANCE OF WHY THEY RE LEADING IN THE FIRST PLACE IN WHAT MAY BE HIS EDGIEST PAGE TURNER TO DATE LENCIONI THRUSTS HIS READERS INTO A DAY LONG CONVERSATION BETWEEN RIVAL CEOS SHAY DAVIS IS THE CEO OF GOLDEN GATE ALARM WHO AFTER JUST A YEAR IN HIS ROLE IS BEGINNING TO WORRY ABOUT HIS JOB AND IS DESPERATE TO FIGURE OUT HOW TO TURN THINGS AROUND WITH NOWHERE ELSE TO TURN SHAY RECEIVES SOME HARD TO SWALLOW ADVICE FROM THE MOST UNLIKELY AND UNWANTED SOURCE LIAM ALCOTT CEO OF A MORE SUCCESSFUL SECURITY COMPANY AND HIS MOST HATED OPPONENT LENCIONI USES UNEXPECTED PLOT TWISTS AND CRISP DIALOGUE TO TAKE US ON A JOURNEY THAT CULMINATES IN A RESOLUTION THAT IS AS UNEXPECTED AS IT IS ENLIGHTENING AS HE DOES IN HIS OTHER BOOKS HE THEN PROVIDES A STRAIGHTFORWARD SUMMARY OF THE LESSONS FROM THE FABLE COMBINING A CLEAR EXPLANATION OF HIS THEORY WITH PRACTICAL ADVICE TO HELP EXECUTIVES EXAMINE THEIR TRUE MOTIVATION FOR LEADING IN ADDITION TO PROVOKING READERS TO HONESTLY ASSESS THEMSELVES LENCIONI PRESENTS ACTION STEPS FOR CHANGING THEIR APPROACH IN FIVE KEY AREAS IN DOING SO HE HELPS LEADERS AVOID THE PITFALLS THAT STIFLE THEIR ORGANIZATIONS AND EVEN HURT THE PEOPLE THEY ARE MEANT TO SERVE

A SINGULARLY RELEVANT APPLICATION OF ORGANIZATIONAL LEADERSHIP TO THE HOME AND FAMILY IN THIS UNIQUE AND GROUNDBREAKING BOOK BUSINESS CONSULTANT AND NEW YORK TIMES BEST SELLING AUTHOR PATRICK LENCIONI SETS HIS SIGHTS ON THE MOST IMPORTANT ORGANIZATION IN OUR LIVES THE FAMILY AS A HUSBAND AND AS THE FATHER OF FOUR YOUNG BOYS LENCIONI REALIZED THE DISCREPANCY BETWEEN THE TIME AND ENERGY HIS CLIENTS PUT INTO RUNNING THEIR ORGANIZATIONS AND THE REACTIVE WAY MOST PEOPLE RUN THEIR PERSONAL LIVES HAVING EXPERIENCED THE STRESS OF A FRANTIC FAMILY FIRSTHAND HE AND HIS WIFE BEGAN APPLYING SOME OF THE TOOLS HE USES WITH FORTUNE 500 COMPANIES AT HOME AND WITH SURPRISING RESULTS IN THE BOOK YOU LL LEARN TO ANSWER QUESTIONS LIKE WHAT MAKES MY FAMILY UNIQUE WHAT IS MY FAMILY S BIGGEST PRIORITY ITS RALLYING CRY RIGHT NOW HOW CAN MY FAMILY USE THE ANSWERS TO THESE QUESTIONS TODAY NEXT WEEK AND NEXT YEAR AN INDISPENSABLE RESOURCE FOR BUSY PROFESSIONALS WITH FULL FAMILY LIVES THE 3 BIG QUESTIONS FOR A FRANTIC FAMILY BELONGS ON THE BOOKSHELVES OF ANYONE WHO HAS EVER STRUGGLED TO BALANCE LEADING PEOPLE AT WORK WITH LEADING A FAMILY UNIT

THERE IS A COMPETITIVE ADVANTAGE OUT THERE ARGUABLY MORE POWERFUL THAN ANY OTHER IS IT SUPERIOR STRATEGY FASTER INNOVATION SMARTER EMPLOYEES NO NEW YORK TIMES BEST SELLING AUTHOR PATRICK LENCIONI ARGUES THAT THE SEMINAL DIFFERENCE BETWEEN SUCCESSFUL COMPANIES AND MEDIOCRE ONES HAS LITTLE TO DO WITH WHAT THEY KNOW AND HOW SMART THEY ARE AND

MORE TO DO WITH HOW HEALTHY THEY ARE IN THIS BOOK LENCIONI BRINGS TOGETHER HIS VAST EXPERIENCE AND MANY OF THE THEMES CULTIVATED IN HIS OTHER BEST SELLING BOOKS AND DELIVERS A FIRST A COHESIVE AND COMPREHENSIVE EXPLORATION OF THE UNIQUE ADVANTAGE ORGANIZATIONAL HEALTH PROVIDES SIMPLY PUT AN ORGANIZATION IS HEALTHY WHEN IT IS WHOLE CONSISTENT AND COMPLETE WHEN ITS MANAGEMENT OPERATIONS AND CULTURE ARE UNIFIED HEALTHY ORGANIZATIONS OUTPERFORM THEIR COUNTERPARTS ARE FREE OF POLITICS AND CONFUSION AND PROVIDE AN ENVIRONMENT WHERE STAR PERFORMERS NEVER WANT TO LEAVE LENCIONI S FIRST NON FICTION BOOK PROVIDES LEADERS WITH A GROUNDBREAKING APPROACHABLE MODEL FOR ACHIEVING ORGANIZATIONAL HEALTH COMPLETE WITH STORIES TIPS AND ANECDOTES FROM HIS EXPERIENCES CONSULTING TO SOME OF THE NATION S LEADING ORGANIZATIONS IN THIS AGE OF INFORMATIONAL UBIQUITY AND NANO SECOND CHANGE IT IS NO LONGER ENOUGH TO BUILD A COMPETITIVE ADVANTAGE BASED ON INTELLIGENCE ALONE THE ADVANTAGE PROVIDES A FOUNDATIONAL CONSTRUCT FOR CONDUCTING BUSINESS IN A NEW WAY ONE THAT MAXIMIZES HUMAN POTENTIAL AND ALIGNS THE ORGANIZATION AROUND A COMMON SET OF PRINCIPLES

THE TRUTH ABOUT EMPLOYEE ENGAGEMENT WAS ORIGINALLY PUBLISHED AS THE THREE SIGNS OF A MISERABLE JOB A BESTSELLING AUTHOR AND BUSINESS GURU TELLS HOW TO IMPROVE JOB SATISFACTION AND PERFORMANCE IN HIS SIXTH FABLE BESTSELLING AUTHOR PATRICK LENCIONI TAKES ON A TOPIC THAT ALMOST EVERYONE CAN RELATE TO JOB MISERY MILLIONS OF WORKERS EVEN THOSE WHO HAVE CAREFULLY CHOSEN CAREERS BASED ON TRUE PASSIONS AND INTERESTS DREAD GOING TO WORK SUFFERING EACH DAY AS THEY TRUDGE TO JOBS THAT MAKE THEM CYNICAL WEARY AND FRUSTRATED IT IS A SIMPLE FACT OF BUSINESS LIFE THAT ANY JOB FROM INVESTMENT BANKER TO DISHWASHER CAN BECOME MISERABLE THROUGH THE STORY OF A CEO TURNED PIZZERIA MANAGER LENCIONI REVEALS THE THREE ELEMENTS THAT MAKE WORK MISERABLE IRRELEVANCE IMMEASURABILITY AND ANONYMITY AND GIVES MANAGERS AND THEIR EMPLOYEES THE KEYS TO MAKE ANY JOB MORE ENGAGING AS WITH ALL OF LENCIONI S BOOKS THIS ONE IS FILLED WITH ACTIONABLE ADVICE YOU CAN PUT INTO EFFECT IMMEDIATELY IN ADDITION TO THE FABLE THE BOOK INCLUDES A DETAILED MODEL EXAMINING THE THREE ROOT CAUSES OF JOB MISERY AND HOW THEY CAN BE REMEDIED IT COVERS THE BENEFITS OF MANAGING FOR JOB ENGAGEMENT WITHIN ORGANIZATIONS INCREASED PRODUCTIVITY GREATER RETENTION AND COMPETITIVE ADVANTAGE AND OFFERS EXAMPLES OF HOW MANAGERS CAN USE THE APPLICATIONS IN THE BOOK TO DEAL WITH SPECIFIC JOBS AND SITUATIONS PATRICK LENCIONI IS PRESIDENT OF THE TABLE GROUP A MANAGEMENT CONSULTING FIRM SPECIALIZING IN EXECUTIVE TEAM DEVELOPMENT AND ORGANIZATIONAL HEALTH AS A CONSULTANT AND KEYNOTE SPEAKER HE HAS WORKED WITH THOUSANDS OF SENIOR EXECUTIVES AND EXECUTIVE TEAMS IN ORGANIZATIONS RANGING FROM FORTUNE 500 COMPANIES TO HIGH TECH STARTUPS TO UNIVERSITIES AND NONPROFITS HIS CLIENTS INCLUDE AT T DIRECT TV JCPENNEY MICROSOFT NESTLE



NORTHWESTERN MUTUAL SOUTHWEST AIRLINES AND ST JUDE CHILDREN'S RESEARCH HOSPITAL LENCIONI IS THE AUTHOR OF TEN BESTSELLING BOOKS INCLUDING THE FIVE DYSFUNCTIONS OF A TEAM AND THE ADVANTAGE HE PREVIOUSLY WORKED FOR ORACLE SYBASE AND THE MANAGEMENT CONSULTING FIRM BAIN COMPANY

A COMMEMORATIVE EDITION OF THE LANDMARK BOOK FROM PATRICK LENCIONI WHEN IT WAS PUBLISHED TEN YEARS AGO THE FIVE TEMPTATIONS OF A CEO WAS LIKE NO OTHER BUSINESS BOOK THAT CAME BEFORE HIGHLY SOUGHT AFTER MANAGEMENT CONSULTANT PATRICK LENCIONI DEFTLY TOLD THE TALE OF A YOUNG CEO WHO FACING HIS FIRST ANNUAL BOARD REVIEW KNOWS HE IS FAILING BUT DOESN'T KNOW WHY REFRESHINGLY ORIGINAL AND UTTERLY COMPELLING THIS RAZOR SHARP NOVELETTE PLUS SELF ASSESSMENT WRITTEN TO BE READ IN ONE SITTING SERVES AS A TIMELESS AND POTENT REMINDER THAT SUCCESS AS A LEADER CAN COME DOWN TO PRACTICING A FEW SIMPLE BEHAVIORS THAT ARE PAINFULLY DIFFICULT FOR EACH OF US TO MASTER ANY EXECUTIVE CAN LEARN HOW TO RECOGNIZE THE MISTAKES THAT LEADERS CAN MAKE AND HOW TO AVOID THEM THE LESSONS IN THE FIVE TEMPTATIONS OF A CEO ARE AS RELEVANT TODAY AS EVER AND THIS SPECIAL ANNIVERSARY EDITION CELEBRATES TEN YEARS OF INSPIRATION AND ENLIGHTENMENT WITH A BRAND NEW INTRODUCTION AND REFLECTIONS FROM LENCIONI ON NEW CHALLENGES IN BUSINESS AND LEADERSHIP THAT HAVE ARISEN IN THE PAST TEN YEARS

NEW YORK TIMES BEST SELLING AUTHOR PATRICK LENCIONI UNVEILS A TRULY GROUNDBREAKING NEW MODEL THAT WILL CHANGE THE WAY WE THINK ABOUT WORK AND TEAMS FOREVER THE 6 TYPES OF WORKING GENIUS IS THE FASTEST WAY TO HELP PEOPLE IDENTIFY THE TYPE OF WORK THAT BRINGS THEM JOY AND ENERGY AND AVOID WORK THAT LEADS TO FRUSTRATION AND BURNOUT BEYOND THE PERSONAL DISCOVERY AND INSTANT RELIEF THAT WORKING GENIUS PROVIDES THE MODEL ALSO GIVES TEAMS A REMARKABLY SIMPLE AND PRACTICAL FRAMEWORK FOR TAPPING INTO ONE ANOTHER'S NATURAL GIFTS WHICH INCREASES PRODUCTIVITY AND REDUCES UNNECESSARY JUDGMENT IN CLASSIC LENCIONI FASHION PAT BRINGS HIS MODEL TO LIFE IN A PAGE TURNING FABLE THAT IS AS RELATABLE AS IT IS COMPELLING HE TELLS THE STORY OF BULL BROOKS AN ENTREPRENEUR HUSBAND AND FATHER WHO SETS OUT TO SOLVE HIS OWN FRUSTRATION AT WORK AND STUMBLES INTO A NEW WAY OF THINKING THAT CHANGES THE WAY HE SEES HIS WORK HIS TEAM AND EVEN HIS MARRIAGE WHAT SETS THIS BOOK AND THE MODEL BEHIND IT APART FROM OTHER TOOLS AND ASSESSMENTS IS THE SPEED AT WHICH IT CAN BE UNDERSTOOD AND APPLIED AND THE RELEVANCE IT HAS TO EVERY KIND OF WORK IN LIFE FROM RUNNING A COMPANY TO LAUNCHING A PRODUCT TO MANAGING A FAMILY IN ADDITION TO THIS BOOK LENCIONI AND THE TABLE GROUP HAVE CREATED A 10 MINUTE ASSESSMENT THAT HELPS INDIVIDUALS QUICKLY IDENTIFY THEIR GIFTS AND APPLY THIS MODEL TO THEMSELVES AND THEIR TEAMS JOIN THE HUNDREDS OF THOUSANDS OF PEOPLE WHO HAVE

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IN HIS CLASSIC BOOK THE FIVE DYSFUNCTIONS OF A TEAM PATRICK LENCIONI LAID OUT A  
GROUNDBREAKING APPROACH FOR TACKLING THE PERILOUS GROUP BEHAVIORS THAT DESTROY  
TEAMWORK HERE HE TURNS HIS FOCUS TO THE INDIVIDUAL REVEALING THE THREE INDISPENSABLE  
VIRTUES OF AN IDEAL TEAM PLAYER IN THE IDEAL TEAM PLAYER LENCIONI TELLS THE STORY OF JEFF  
SHANLEY A LEADER DESPERATE TO SAVE HIS UNCLE S COMPANY BY RESTORING ITS CULTURAL  
COMMITMENT TO TEAMWORK JEFF MUST CRACK THE CODE ON THE VIRTUES THAT REAL TEAM  
PLAYERS POSSESS AND THEN BUILD A CULTURE OF HIRING AND DEVELOPMENT AROUND THOSE  
VIRTUES BEYOND THE FABLE LENCIONI PRESENTS A PRACTICAL FRAMEWORK AND ACTIONABLE TOOLS  
FOR IDENTIFYING HIRING AND DEVELOPING IDEAL TEAM PLAYERS WHETHER YOU RE A LEADER TRYING  
TO CREATE A CULTURE AROUND TEAMWORK A STAFFING PROFESSIONAL LOOKING TO HIRE REAL TEAM  
PLAYERS OR A TEAM PLAYER WANTING TO IMPROVE YOURSELF THIS BOOK WILL PROVE TO BE AS  
USEFUL AS IT IS COMPELLING

IN THE FIVE DYSFUNCTIONS OF A TEAM PATRICK LENCIONI ONCE AGAIN OFFERS A LEADERSHIP FABLE  
THAT IS AS ENTHRALLING AND INSTRUCTIVE AS HIS FIRST TWO BEST SELLING BOOKS THE FIVE  
TEMPTATIONS OF A CEO AND THE FOUR OBSESSIONS OF AN EXTRAORDINARY EXECUTIVE THIS TIME  
HE TURNS HIS KEEN INTELLECT AND STORYTELLING POWER TO THE FASCINATING COMPLEX WORLD OF  
TEAMS KATHRYN PETERSEN DECISION TECH S CEO FACES THE ULTIMATE LEADERSHIP CRISIS UNITING A  
TEAM IN SUCH DISARRAY THAT IT THREATENS TO BRING DOWN THE ENTIRE COMPANY WILL SHE  
SUCCEED WILL SHE BE FIRED WILL THE COMPANY FAIL LENCIONI S UTTERLY GRIPPING TALE SERVES  
AS A TIMELESS REMINDER THAT LEADERSHIP REQUIRES AS MUCH COURAGE AS IT DOES INSIGHT  
THROUGHOUT THE STORY LENCIONI REVEALS THE FIVE DYSFUNCTIONS WHICH GO TO THE VERY  
HEART OF WHY TEAMS EVEN THE BEST ONES OFTEN STRUGGLE HE OUTLINES A POWERFUL MODEL  
AND ACTIONABLE STEPS THAT CAN BE USED TO OVERCOME THESE COMMON HURDLES AND BUILD A  
COHESIVE EFFECTIVE TEAM JUST AS WITH HIS OTHER BOOKS LENCIONI HAS WRITTEN A COMPELLING  
FABLE WITH A POWERFUL YET DECEPTIVELY SIMPLE MESSAGE FOR ALL THOSE WHO STRIVE TO BE  
EXCEPTIONAL TEAM LEADERS

POSTER FOR THE FIVE DYSFUNCTIONS OF A TEAM

INSPIRE AND TRANSFORM YOUR TEAM AND YOUR ORGANIZATION PATRICK LENCIONI S INSPIRING  
STORIES PRACTICAL MODELS AND ACTIONABLE STEPS FOR ORGANIZATIONAL HEALTH TEAMWORK  
LEADERSHIP AND EMPLOYEE ENGAGEMENT HAVE TRANSFORMED INDIVIDUALS TEAMS AND COMPANIES  
WORLDWIDE HIS COMPELLING FABLES WITH POWERFUL YET DECEPTIVELY SIMPLE MESSAGES ARE

WRITTEN FOR ANYONE WHO STRIVES TO BECOME AN EXCEPTIONAL LEADER YEAR AFTER YEAR PATRICK LENCIONI S BOOKS CONTINUE TO BE A FIXTURE ON NATIONAL BESTSELLER LISTS INCLUDING SUCH NOTABLE PUBLICATIONS AS THE NEW YORK TIMES AND WALL STREET JOURNAL AT LONG LAST HIS 9 EXTRAORDINARY BOOKS ARE AVAILABLE TOGETHER IN ONE LIMITED EDITION BOX SET THE UPDATED SET INCLUDES THE FIVE TEMPTATIONS OF A CEO TENTH ANNIVERSARY EDITION THE FIVE DYSFUNCTIONS OF A TEAM DEATH BY MEETING THE FOUR OBSESSIONS OF AN EXTRAORDINARY EXECUTIVE THE TRUTH ABOUT EMPLOYEE ENGAGEMENT SILOS POLITICS AND TURF WARS GETTING NAKED THE THREE BIG QUESTIONS FOR A FRANTIC FAMILY THE ADVANTAGE THE IDEAL TEAM PLAYER DISCOVER FOR YOURSELF WHY PATRICK LENCIONI S BUSINESS BOOKS HAVE SOLD 4 MILLION COPIES WITH TRANSLATIONS IN MORE THAN 25 LANGUAGES THE CLASSIC DESIGN AND MEANINGFUL MESSAGE OF THIS REMARKABLE BOXED SET MAKES A WELCOME ADDITION TO ANY PROFESSIONAL STUDENT OR FAMILY LIBRARY

BASED ON MY WORK WITH EXECUTIVE TEAMS OVER THE PAST TEN YEARS I VE COME TO THE CONCLUSION THAT TEAMWORK REMAINS THE SINGLE MOST UNTAPPED COMPETITIVE ADVANTAGE FOR ANY ORGANIZATION WHETHER YOU WORK IN A CORPORATION A NON PROFIT OR A SMALL ENTREPRENEURIAL VENTURE FINDING A WAY TO MINIMIZE POLITICS AND CONFUSION WITHIN YOUR ORGANIZATION CAN LEAD TO EXTRAORDINARY IMPROVEMENT IN MORALE PRODUCTIVITY AND RESULTS PATRICK LENCIONI BASED ON THE BEST SELLING LEADERSHIP FABLE THE FIVE DYSFUNCTIONS OF A TEAM THE NEW EDITION OF THIS EASY TO USE WORKBOOK PROVIDES PARTICIPANTS WITH AN OPPORTUNITY TO EXPLORE THE PITFALLS THAT ARE SIDE TRACKING THEIR TEAM BEGINNING WITH A 38 ITEM TEAM ASSESSMENT THE WORKBOOK GUIDES PARTICIPANTS THROUGH THE FIVE DYSFUNCTIONS OF A TEAM ABSENCE OF TRUST FEAR OF CONFLICT LACK OF COMMITMENT AVOIDANCE OF ACCOUNTABILITY INATTENTION TO RESULTS IN ADDITION TO THE STANDARD WORKSHOP FOR TEAMS THIS EXPANDED SECOND EDITION FEATUES A WORKSHOP TARGETED TOWARD MANAGERS AND TEAM LEADERS PERFECT FOR OFF SITES AND RETREATS OR EVEN A SERIES OF TEAM DEVELOPMENT MEETINGS THIS WORKBOOK IS AN EXCELLENT TEAM DEVELOPMENT TOOL IT WILL ALLOW LEADERS TO BEGIN THE PROCESS OF INCREASING COHESIVENESS AND PRODUCTIVITY

THE FIVE DYSFUNCTIONS OF A TEAM PARTICIPANT WORKBOOK IS PART OF THE FIVE DYSFUNCTIONS OF A TEAM WORKSHOP COLLECTION IT IS THE COMPANION PIECE TO THE FIVE DYSFUNCTIONS OF A TEAM FACILITATOR S GUIDE THE WORKBOOK GIVES THE WORKSHOP PARTICIPANT A STRUCTURE TO ENGAGE IN EXERCISES AND REVIEW PRESENTED MATERIAL

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