

Leadership The Power Of Emotional Intelligence Daniel Goleman

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Triple Crown Leadership: Building Excellent, Ethical, and Enduring Organizations Harvard Business Press
Presents a step-by-step guide for increasing emotional intelligence through four core principles: self-awareness, self-management, social awareness, and relationship management.

Power and Impact (HBR Emotional Intelligence Series) Charlie Creative Lab

"Tom was a young engineer employed at one of the country's largest steel companies. He had been an outstanding individual performer, and now he was a new manager, leading a team responsible for producing steel for a major automobile company. After just one week on the job, Tom and his team met with over 20 engineers from that other company. It was a rude awakening. I sat in a room with maybe 20 or 25 of their engineers for the annual quality evaluation of suppliers. And I learned for the first time that we were in the bottom of the bottom quartile as a supplier. We had lousy quality, we had lousy invoicing, we had lousy on-time delivery. And this was my first general manager role! I had grown up as an engineer. And how did Tom respond to this unexpected shock? I had a holy shit moment! I had been in the job literally a week. So part of it was, 'Oh my God, what the hell am I going to do?' Also I thought about how my guys had been in the business for a while, and I thought, 'What the hell have you been doing?' And I was thinking, 'I'm going to clean house!' But then... I've learned that you just can't react viscerally every time something comes up because it just scares people away. So Tom listened attentively as the engineers from the auto company presented their litany of complaints. When they finally finished, he stood up and said, "I wouldn't blame you if you fired us as a supplier. But if you give us a chance to fix these problems, I guarantee you that that we will not have this kind of meeting next year." When Tom met with his team the next morning to discuss the situation, he started by just listening to them. They went on for some time complaining about how the company and their previous boss had made it impossible for them to provide good products and service. Rather than disagree with them or join in pointing fingers at others, Tom listened. "I didn't think about it at the time, but that first couple of hours was very cathartic for them. My focus was not on beating anyone up but rather, what can we do to fix this?" The team responded positively to Tom's approach. The next year when they met, the auto company told Tom that they "never saw any business turn around that quickly in one year." As a result, they began giving Tom's company more business, and Tom went on to a distinguished career, eventually becoming one of his company's top executives"--

4 Week Booster Plan to Increase Your Self-Awareness, Assertiveness and Your Ability to Manage People Harvard Business Review Press

Annotation.

Why Emotional Intelligence Matters Harvard Business Press

A revolutionary and timely reconsideration of everything we know about power. Celebrated UC Berkeley psychologist Dr. Dacher Keltner argues that compassion and selflessness enable us to have the most influence over others and the result is power as a force for good in the world. Power is ubiquitous—but totally misunderstood. Turning conventional wisdom on its head, Dr. Dacher Keltner presents the very idea of power in a whole new light, demonstrating not just how it is a force for good in the world, but how—via compassion and selflessness—it is attainable for each and every one of us. It is taken for granted that power corrupts. This is reinforced culturally by everything from Machiavelli to contemporary politics. But how do we get power? And how does it change our behavior? So often, in spite of our best intentions, we lose our hard-won power. Enduring power comes from empathy and giving. Above all, power is given to us by other people. This is what we all too often forget, and it is the crux of the power paradox: by misunderstanding the behaviors that helped us to gain power in the first place we set ourselves up to fall from power. We abuse and lose our power, at work, in our family life, with our friends, because we've never understood it correctly—until now. Power isn't the capacity to act in cruel and uncaring ways; it is the ability to do good for others, expressed in daily life, and in and of itself a good thing. Dr. Keltner lays out exactly—in twenty original "Power Principles"—how to retain power; why power can be a demonstrably good thing; when we are likely to abuse power; and the terrible consequences of letting those around us languish in powerlessness.

What Makes a Leader TarcherPerigee

From the creator of the popular website Ask a Manager and New York ’ s work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There ’ s a reason Alison Green has been called “ the Dear Abby of the work world. ” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don ’ t know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You ’ ll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “ reply all ” • you ’ re being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate ’ s loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager “ A must-read for anyone who works . . . [Alison Green ’ s] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work. ” —Booklist (starred review) “ The author ’ s friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers ’ lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience. ” —Library Journal (starred review) “ I am a huge fan of Alison Green ’ s Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor. ” —Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide “ Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way. ” —Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

3 Steps to Grow Your Emotional Fitness in Work, Leadership, and Life Harvard Business Press

Lead with charisma and confidence. Many leaders consider "executive presence" a make-or-break factor in high-powered promotions. But what is this elusive quality, and how do you develop it? This book explains how to build the charisma, confidence, and decisiveness that top leaders project. Whether you're delivering a critical presentation or managing a hectic meeting, you'll be inspired to approach the situation with new strength. This volume includes the work of: Deborah Tannen Amy J. C. Cuddy Amy Jen Su This collection of articles includes "Deconstructing Executive Presence," by John Beeson; "How New Managers Can Send the Right Leadership Signals," by Amy Jen Su; "To Sound Like a Leader, Think About What You Say, and How and When You Say It," by Rebecca Shambaugh; "Connect, Then Lead," by Amy J. C. Cuddy, Matthew Kohut, and John Neffinger; "The Power of Talk: Who Gets Heard and Why," by Deborah Tannen; and "Too Much Charisma Can Make Leaders Look Less Effective," by Jasmine Vergauwe, Bart Wille, Joeri Hofmans, Robert B. Kaiser, and Filip De Fruyt. HOW TO BE HUMAN AT WORK. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.

The Heart of a Leader Hay House, Inc

#1 NEW YORK TIMES BESTSELLER • Bren é Brown has taught us what it means to dare greatly, rise strong, and brave the wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she ’ s showing us how to put those ideas into practice so we can step up and lead. Look for Bren é Brown ’ s new podcast, Dare to Lead, as well as her ongoing podcast Unlocking Us! NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don ’ t pretend to have the right answers; we stay curious and ask the right questions. We don ’ t see power as finite and hoard it; we know that power becomes infinite when we share it with others. We don ’ t avoid difficult conversations and situations; we lean into vulnerability when it ’ s necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are deeply and uniquely human. The irony is that we ’ re choosing not to invest in developing the hearts and minds of leaders at the exact same time as we ’ re scrambling to figure out what we have to offer that machines and AI can ’ t do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time #1 New York Times bestselling author Bren é Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with transformative leaders and teams spanning the globe. She found that leaders in organizations ranging from small entrepreneurial startups and family-owned businesses to nonprofits, civic organizations, and Fortune 50 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples to answer these questions in the no-BS style that millions of readers have come to expect and love. Brown writes, “ One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It ’ s learning and unlearning that requires brave work, tough conversations, and showing up with your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It ’ s why we ’ re here. ” Whether you ’ ve read Daring Greatly and Rising Strong or you ’ re new to Bren é Brown ’ s work, this book is for anyone who wants to step up and into brave leadership.

Unleashing the Secret Power of Emotional Intelligence McGraw Hill Professional

This is the book that established “ emotional intelligence ” in the business lexicon—and made it a necessary skill for leaders. Managers and professionals across the globe have embraced Primal Leadership, affirming the importance of emotionally intelligent leadership. Its influence has also reached well beyond the business world: the book and its ideas are now used routinely in universities, business and medical schools, and professional training programs, and by a growing legion of professional coaches. This refreshed edition, with a new preface by the authors, vividly illustrates the power—and the necessity—of leadership that is self-aware, empathic, motivating, and collaborative in a world that is ever more economically volatile and technologically complex. It is even timelier now than when it was originally published. From bestselling authors Daniel Goleman, Richard Boyatzis, and Annie McKee, this groundbreaking book remains a must-read for anyone who leads or aspires to lead. Also available in ebook format wherever ebooks are sold.

Develop Your Emotional Intelligence, Renew Your Relationships, Sustain Your Effectiveness Random House

Emotional intelligence or EQ has been popular in the world of businesses since the 1950's. While many years have passed by, EQ still plays a crucial role in business. Discover the secret to business success-leading with emotional intelligence Whether you are emotionally intelligent or not, it does not matter. The great thing is that you can build and harness your skills so that you can become a better and effective leader in the long run. You definitely will love learning about your emotions. You will know that the best place to start with dealing with others as a leader is from within yourself. Yet, as you understand yourself, you get ideas about others, and you can recognize their emotional states. This way, you can guide your employees on the same and path, too. In Emotional Intelligence for Leadership, you are going to learn more about emotional intelligence, the various components which make up emotional intelligence, how to test your emotional intelligence, and how you are going to be able to renew and enhance the quotient of your emotional intelligence. Emotional Intelligence for the Modern Leader includes: How you can leverage emotional intelligence to ensure success in leadership roles. Emotionally intelligent leadership-Find out what it means to lead with high EQ and how you can make it part of your organization's culture. Your leadership style-Determine what your professional leadership style is and how that affects the people around you. Growing your emotional intelligence-Take advantage of exercises and self-assessment tools that allow you to effectively and efficiently improve your abilities. A detailed history of emotional intelligence backed by data and facts. Become the leader you've always wanted to be with this emotional intelligence enhancing guide. Important tips and techniques. Success requires more than hard work and good ideas: you need to be able to understand, inspire, and motivate those around you. Emotional Intelligence for the Modern Leader helps you hone your emotional intelligence (EQ)-the ability to be aware of, control, and express your emotions, as well as handle interpersonal relationships empathetically-and enhance your ability to lead. Building off proven research, this user-friendly guide teaches you the pillars of high-EQ leadership. Whether it's developing self-awareness or bolstering empathy, discover simple and easy-to-use exercises that you can make use of on your own. You'll even learn about emotionally intelligent leaders and how they've utilized this skill as part of their successes. Click Buy Now With 1-Click or Buy Now to get started !

Renewing Yourself and Connecting with Others Through Mindfulness, Hope and CompassionCompassion John Wiley & Sons

Success is an inside job. EQ Fit leaders know that the emotional health of their organizations is key to their economic health, and it all begins with tending to one's own emotional fitness. Packard's accessible guidebook has arrived just in time, since the landscape of business and leadership is changing at a blinding clip. As technological advances increase efficiency, old-school hierarchies are fading fast, and instead of top-down bravado, there's a new path forward. She teaches an "inside out" practice of self-discovery, which helps readers uncover unproductive emotions and dispel them. Packard shows how the most successful companies are rich with "connector" emotions like hope, empathy and trust building. She tackles unconventional topics, like how workaholism keeps us emotionally adolescent and how forgiveness belongs in the workplace, too. No one knows these

truths better. Packard shares her EQ Fit-catalyzed success at HGTV and the stories of the executives she coaches in mindfulness and other out-of-the-box techniques. The best leaders balance power with grace, and everyone can effectively use both resilience-an ability to endure tough situations and make tough decisions-and vulnerability-a willingness to open up, change, and admit when we need help-to be more effective. Packard offers us exciting new tools so we can bring our best selves to all we do.

A Practical Guide to Emotional Intelligence Harvard Business Press

Achieve long-term business success—without sacrificing quarterly profits Triple Crown Leadership provides a step-by-step model for building organizations that are Excellent (high performing), Ethical (transparent), and Enduring (stands the test of time). It explains how to protect your organization ’ s values, reputation, and profitability by focusing not only on culture, but organizational character; seeking solutions to challenges from all levels of personnel; and skillfully blending a “ hard-edged ” demand for results with a “ soft-edged ” spirit of collaboration. Bob Vanourek has held senior leadership positions at Pitney Bowes, Avery Division, Sensormatic, Recognition Equipment, and Monarch Marketing. Gregg Vanourek is the founder of Far Horizon, a leadership and personnel development firm with offices in the U.S. and Europe.

The Power of Perception Primal LeadershipUnleashing the Power of Emotional Intelligence

"The message of this book, Emotional Intelligence and the Leader's Role, confirms that a leader's emotional intelligence is more important than how much he or she knows. The challenge of this book to existing and would-be leaders is to look within and to recognize the power of emotional intelligence as an opportunity to honor the people who leaders are obligated to lead and serve. We believe that emotional intelligence asks leaders to genuinely love those with whom they labor and provides a basis for treating people so well that they become the best version of themselves"--

Fully Human Harvard Business Press

Dynamic corporate speaker and coach, Cassandra Worthy, introduces a growth mindset practice that helps readers to view change and the emotions surrounding it as a gift. Cassandra Worthy is a highly sought-after consultant, speaker, and Change Enthusiast, who is sharing her revolutionary approach for not only embracing change but using it to propel you to heights you never imagined. Only 10 percent of successful change adoption is about know-how. . . the other 90 percent is centered squarely on the motivation and willingness to accept the change. Cassandra explains that if you don't address the emotions surrounding change then your transformation journey will be stopped in its tracks. In this book, Cassandra will teach you to:

- Redefine your relationship to change
- Embrace "negative" emotions and use them for epic growth and transformation
- Make conscious, productive choices in the face of disruption of any sort
- Develop your resilience muscle
- View change as something that happens for you vs. to you

Cassandra's practical yet inspiring strategies can inspire anyone to authentically embrace change and find their own unique power of resilience during turbulent times. Using insights gleaned from her life, those of her clients, as well as the tools and exercises she has refined over the years, Cassandra Worthy has written the playbook for anyone leading, influencing, going through, or embarking upon change.

Leadership Presence (HBR Emotional Intelligence Series) Harvard Business Review Press

Where other books tell you about emotional intelligence, this book provides the roadmap to put it in action. Includes case for EQ, background, and detailed explanation of the Six Seconds EQ Model and how to use it to improve leadership -- and a free code to test your EQ strengths online. There are a handful of people in the world who have proven experience raising organizational performance with emotional intelligence. Freedman is one of the leaders. Using stories and data from his work around the world with organizations such as the US Marine Corps, Schlumberger, and FedEx, Freedman provides a practical guide to this critical topic. At the Heart of Leadership delivers a compelling case for leaders to attend to their own and their people's emotions as a critical asset for optimal performance. Then it shows you how. You'll learn the Six Seconds EQ Model, a practical three-step process to become more effective with emotions -- plus use the code in the back of the book for a free assessment of your EQ strengths. This book will show you how to lead more effectively by engaging your own and your people's emotions. Develop and Implement the Power of Emotional Intelligence, Ability to Manage People, Improve Social Skills and Communication. Booster Plan to Leadership Skills Ballantine Books

The Power of Perception: Leadership, Emotional Intelligence and the Gender Divide serves as a practical guide to educate women, men and organizations on the barriers that keep women from fully contributing in the workplace. These include differences in leadership style and emotional intelligence, gender bias and stereotypes, breadwinner and caregiver responsibilities, and differences in gender culture which show up every day at work and home. The Power of Perception also explores significant changes in global demographic trends and how our youngest generations are impacting the workplace. The Power of Perception clearly illustrates the reasons that we don ’ t see more women leading our global businesses. It has nothing to do with women ’ s skills and competencies and everything to do with perceptions of women as leaders, as workers, as mothers, and as wives. These perceptions have a significant impact on promotion for many women. Perception is reality—and it ’ s powerful. The Power of Perception provides personal stories of women ’ s journeys, real-world examples, and is based on the author ’ s own research as well as that of many others. Every chapter includes practical, easy-to-apply strategies, summary points, and reflection questions to empower women, men, and organizations to fully leverage talent and diversity.

Nine Strategies of Emotionally Intelligent Leadership Penguin

The blockbuster best seller Primal Leadership introduced us to "resonant" leaders--individuals who manage their own and others' emotions in ways that drive success. Leaders everywhere recognized the validity of resonant leadership, but struggled with how to achieve and sustain resonance amid the relentless demands of work and life. Now, Richard Boyatzis and Annie McKee provide an indispensable guide to overcoming the vicious cycle of stress, sacrifice, and dissonance that afflicts many leaders. Drawing from extensive multidisciplinary research and real-life stories, Resonant Leadership offers a field-tested framework for creating the resonance that fuels great leadership. Rather than constantly sacrificing themselves to workplace demands, leaders can manage the cycle using specific techniques to combat stress, avoid burnout, and renew themselves physically, mentally, and emotionally. The book reveals that the path to resonance is through mindfulness, hope, and compassion and shows how intentionally employing these qualities creates effective and enduring leadership. Great leaders are resonant leaders. Resonant Leadership offers the inspiration--and tools--to spark and sustain resonance in ourselves and in those we lead.

What Makes a Leader? (Harvard Business Review Classics) Morgan James Publishing

Do you want to discover how to guide people in the right direction by recognising their emotions? Do you wonder why some people are progressing faster in their career than you, even when they seem less smart? Do you want to learn how to manage people more effectively, so you can cut your workweek from 60 hours to 40 hours? Then keep on reading... A recent study in Career Builder shows that 71% of the hiring managers said: An employee ’ s Emotional Intelligence (or EQ), is more important than their IQ . 75 Percent of them even said they were more likely to promote a high-EQ employee than a high IQ employee. Which is why ... since it was first labeled by professor Daniel Goleman in his 1995 best seller, Emotional Intelligence ... more and more evidence shows that your EQ has a bigger influence on your success as a leader than your IQ. And luckily, it ’ s a skill that can be acquired without months of studying. Here ’ s a tiny bit of what you ’ ll discover in Emotional Intelligence for Leadership

- How to leverage positive emotions in people to increase their productivity and happiness (page 40 and page 53)
- How to recognise 3 key emotions from other people and build better relationships (page 39)
- How to avoid complaining and mockery within your workforce (page 126)
- How to manage your own emotions so you can make decisions based on sound logic and reasoning (page 26)
- How to use your voice to influence people and regain the positive spirit in your team (page 99)
- How to turn jealousy into motivation by putting things in another perspective (page 117)
- How to deal with the biggest enemy for the productivity of your team (page 122)

And much, much more. Even if your empathy regarding other people ’ s feelings isn ’ t quite like Gandhi ’ s or Mother Theresa ’ s. The everyday examples from the office floor, will give you the tools and techniques to recognise and react to those emotions as a successful leader. Maybe you are doubting if reading a book about emotional intelligence can help you in your busy life as a modern day leader. That ’ s why a big part of this book is dedicated to the unique 4 week Emotional Intelligence Booster Program. This program is specially developed to raise your EQ as a leader. Besides raising your self-awareness and getting more

fruitful relationships, it will also increase your chances of getting a promotion. It ’ s time to sharpen your most essential leadership skill: Emotional Intelligence. Scroll up and choose Add to Cart to become the well-respected leader you deserve to be.

An Empowering Approach to Managing Social Service Organizations Icon Books

The Heart of a Leader: Fifty-Two Emotional Intelligence Insights to Advance Your Career uncovers insider secrets on leadership for go-getters who aren ’ t satisfied with status quo careers. Authored by Kristin Harper, the book is based on more than twenty years of firsthand experience climbing the proverbial corporate ladder. Each chapter in The Heart of a Leader focuses on leadership and emotional intelligence competencies, actionable tools, bite-sized insights, and inspiring quotes to reference throughout your career. Whether you ’ re an aspiring leader new in your career or a seasoned employee ready for the next level, adopting the time-tested insights in The Heart of a Leader will help accelerate your career.

Get Unstuck, Embrace Change, and Thrive in Work and Life Harvard Business Press

Discover the secret to business success--leading with emotional intelligence Success requires more than hard work and good ideas: you need to be able to understand, inspire, and motivate those around you. Emotional Intelligence for the Modern Leader helps you hone your emotional intelligence (EQ)--the ability to be aware of, control, and express your emotions, as well as handle interpersonal relationships empathetically--and enhance your ability to lead. Building off proven research, this user-friendly guide teaches you the pillars of high-EQ leadership. Whether it's developing self-awareness or bolstering empathy, discover simple and easy-to-use exercises that you can make use of on your own. You'll even learn about emotionally intelligent leaders and how they've utilized this skill as part of their successes. Emotional Intelligence for the Modern Leader includes:

- Emotionally intelligent leadership--Find out what it means to lead with high EQ and how you can make it part of your organization's culture.
- Your leadership style--Determine what your professional leadership style is and how that affects the people around you.
- Growing your emotional intelligence--Take advantage of exercises and self-assessment tools that allow you to effectively and efficiently improve your abilities.

Become the leader you've always wanted to be with this emotional intelligence enhancing guide.

Unleashing the Power of Emotional Intelligence Kogan Page Publishers

The Wall Street Journal bestselling author of 18 Minutes unlocks the secrets of highly successful leaders and pinpoints the missing ingredient that makes all the difference You have the opportunity to lead: to show up with confidence, connected to others, and committed to a purpose in a way that inspires others to follow. Maybe it ’ s in your workplace, or in your relationships, or simply in your own life. But great leadership—leadership that aligns teams, inspires action, and achieves results—is hard. And what makes it hard isn ’ t theoretical, it ’ s practical. It ’ s not about knowing what to say or do. It ’ s about whether you ’ re willing to experience the discomfort, risk, and uncertainty of saying or doing it. In other words, the most critical challenge of leadership is emotional courage. If you are willing to feel everything, you can do anything. Leading with Emotional Courage, based on the author ’ s popular blogs for Harvard Business Review, provides practical, real-world advice for building your emotional courage muscle. Each short, easy to read chapter details a distinct step in this emotional “ workout, ” giving you grounded advice for handling the difficult situations without sacrificing professional ground. By building the courage to say the necessary but difficult things, you become a stronger leader and leave the “ should ’ ves ” behind. Theoretically, leadership is straightforward, but how many people actually lead? The gap between theory and practice is huge. Emotional courage is what bridges that gap. It ’ s what sets great leaders apart from the rest. It gets results. It cuts through the distractions, the noise, and the politics to solve problems and get things done. This book is packed with actionable steps you can take to start building these skills now. Have the courage to speak up when others remain silent Be stable and grounded in the face of uncertainty Respond productively to opposition without getting distracted Weather others ’ anger without shutting down or getting defensive Leading with Emotional Courage coaches you to build your emotional courage, exercise it effectively, and create an environment in which people around you take accountability to get hard things done.