

HOW TO LEAD YOUR TEAM TO
PREDICTABLE SUCCESS

THE SYNERGIST



LES McKEOWN

The Synergist How To Lead Your Team To Predictable Success

Les McKeown



The Synergist How To Lead Your Team To Predictable Success:

The Synergist Les McKeown, 2025-10-16 Why do so many teams fail to perform achieving compromise at best and gridlock at worst And what does it take to end this gridlock Wall Street Journal bestselling author and speaker Les McKeown shows how to take any team from gridlock to world class success In this book McKeown argues that every successful team includes a critical player the Synergist who can take the three existing types The bold dreamers Visionaries the pragmatic realists Operators and the systems designers Processors and knit them together into a dynamic well rounded team Most importantly according to McKeown the Synergist is a role that anyone can learn While most attempts at teamwork improvement deal only with the symptoms of group dysfunction such as distrust poor communication and fear of change McKeown address the root cause the innately unstable Visionary Operator Processor triangle Because each of the three styles motivations views and goals are incompatible without a Synergist every team will eventually implode stall or underperform Only the Synergist can put aside their own agenda and interpret the language of difficult personalities capture the best from each person and put the good of the enterprise ahead of their own ego McKeown who has used techniques presented here in his consulting with Harvard University American Express Financial Services the US Army Pella Corporation Microsoft United Technologies Corporation and more shows how any individual can fill this critical role whether or not they re the formal leader of the group With thought provoking self assessments and an extensive Synergist Toolkit he teaches how anyone can learn to be an effective Synergist by recognizing the vital signs of ineffective teamwork and making the right interventions at these pivotal moments **The Synergist** ,2012 **Power Branding** Steve McKee, 2014-01-07 Every one of the largest most successful corporations were at some point mere startups McKee explains what enables some companies to grow bigger and better while others stumble along year after year running but never winning the race The difference is that the biggest and best brands aren t slaves to conventional marketing wisdom McKee shows by example how the same sometimes counter intuitive strategies used by the biggest brands can also best serve small and mid sized companies Among the topics explored How can a company grow big by thinking small Why do the best companies sometimes avoid being better Why do brands that create the most memorable advertising stay away from focus groups What is the secret to an effective slogan When can admitting a negative become a positive A diverse selection of companies provides powerful lessons ranging from traditional icons like Coca Cola McDonald s and General Motors to new media models like Google and Facebook This book appeals not only to time starved executives but also to middle managers and owners of small businesses who have a wide variety of marketing problems to address and who need to change the way they think about how to generate healthy consistent growth *Leading Without Command* Joe Mutizwa, 2015-03-10 *Leading Without Command* offers practicing and aspiring leaders in business and other disciplines a new way to lead in a world defined by volatility uncertainty complexity and ambiguity The compelling argument in this book is that leading through command control and

deployment of raw positional power can no longer guarantee superior organizational performance on a sustainable basis A new leadership model based on a humane perspective anchored on people centred principles and supported by a set of appropriate skills and behaviours is put forward This book is essential reading for anyone in a position of authority or influence over people and for anyone who needs to come to terms with the demands of a globally integrated and hypercompetitive world driven by digital technology knowledge and the redistribution of power from leaders to followers in organizations nations and societies *Culture Matters* Jenni Catron,2025-02-11 *Culture Matters* provides a framework for leaders new and seasoned to lead through culture by helping leaders define their organization and goals assess and develop their team members and to lead with intention Having a team of people aligned around a goal unified in purpose and committed to one another is something most leaders aspire to But how do you get there and where do you start Imagine a world where the mission and vision of every organization is clear and employees are energized to come to work they enjoy working together and they have clarity for how to achieve their goals Stewarding people is one of the greatest responsibilities of a leader and building a healthy culture takes intentionality Author speaker and leadership expert Jenni Catron teaches leaders that if your culture is not healthy your strategy is irrelevant Using her LeadCulture Framework Catron challenges leaders to be intentional about culture and to build it with passion clarity and teamwork By providing a system for leaders to use in their own organization she equips readers with helpful insights and an actionable plan to build an extraordinary culture *Culture Matters* offers real stories of businesses and leaders who created and implemented a strong culture and who succeeded in leading well This book provides the building blocks for success It will help you as a leader assess your purpose culture and strategy in your organizations Use its tools to create and assess your company values create an organizational chart and develop leaders And above all create a healthy culture then build and maintain momentum

The Power of Soft Hilary Gallo,2016-01-28 In *The Power of Soft* Hilary Gallo Reveals a more effective way to get what you want both in and out of the board room Hilary spent years negotiating multi million pound deals as a lawyer and began to notice that tough bullying behaviour rarely got him or his clients the outcomes they were looking for Over the years he began to develop a new way of approaching negotiations the power of soft and soon found his work and home life getting richer In life and in business we often mask our inner vulnerability by adopting a hard unwavering and ultimately ineffective approach Instead Gallo proves that our true power stems from drawing strength from our mental core and balancing that inner strength with a softer more approachable front He teaches us to see reality more clearly by looking past our judgments and preconceptions and to focus our energy on what we actually need to achieve What started as a negotiation tactic soon became a philosophy for life Whether closing a business deal or trying to get your kids to bed *The Power of Soft* is an elegant holistic and most of all effective method to get what you need and still be kind **When We Stand** Terence Lester,2021-05-18 Activist Terence Lester knows it s hard to change the world But mobilizing and using our gifts in

collaboration with others empowers us to do more than we ever could on our own Offering practical ways for us to get involved as groups families churches and communities Lester shows how the body of Christ can transform society when we stand together

Igniting School Performance Vincent F. Cotter,2019-11-08 Igniting School Performance begins with a simple question What kind of school do you want for the children in your neighborhood town city or county While the question is a good starting point other questions such as Are you willing to make a commitment so that all schools are high performing How do you define high performing and How might that goal be accomplished are equally important From the outset of this text there is a focus on involving all stakeholders in the process of improving student achievement and providing an inclusive leadership approach that breaks the internal paralysis or ineptness which contributes to the ongoing status quo of underachievement in far too many schools Stakeholders such as board members might declare that they are interested in schools that serve their community Superintendents might focus on schools that create individuals with the desire to be life long learners Teachers might indicate that schools are a place where children learn Parents may simply express that they want the schools to be good Further qualifying each of these responses may also yield descriptions of schools that are very different from those previously described

Predictable Success Les McKeown,2010 Presents advice on ways to inspire confidence in management and achieve lasting success in an organization

Propósito Hieatt David,2022-09-19 Este libro escrito por el experto en marketing David Hieatt es una guía práctica para crear marcas con un verdadero propósito dirigida a emprendedores creativos y cualquier persona que busque inspiración Las marcas más importantes del mundo nos hacen sentir algo nos inspiran Y esto es así porque quieren cambiar el mundo Más allá de los resultados económicos son empresas que persiguen un propósito Como clientes nos encantan sus productos pero lo que más nos gusta es el cambio que promueven Y queremos ser parte de él El propósito es algo increíblemente poderoso Te proporciona la fuerza para luchar contra lo imposible Cuenta tu historia construye tus equipos y define tu cultura En este libro David Hieatt nos ofrece una guía esencial para crear una empresa con propósito Sus reflexiones propuestas y análisis de ejemplos prácticos te ayudarán a Definir el propósito de tu marca Testear tus ideas y pasar a la acción Construir equipos de trabajo comprometidos Convertir a tus clientes en fans No hay tiempo que perder empieza ahora La crítica ha dicho David Hieatt es el hombre que le demuestra un mundo lleno de marcas superficiales los beneficios de tener un propósito real No hay mayor experto en la materia Richard Reed cofundador de Innocent Drinks Un libro maravilloso que revela uno de los secretos de los negocios haz algo que ames y no tendrás que trabajar ni un día más en tu vida Michael Acton Smith director general de Calm

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