

LESSONS FROM THE TOP

The Search For America's Best Business Leaders

THOMAS J. NEFF and JAMES M. CITRIN

SUMMARIES.COM is a concentrated business information service. Every week, subscribers are e-mailed a concise summary of a different business book. Each summary is about 8 pages long and contains the stripped-down essential ideas from the entire book in a time-saving format. By investing less than one hour per week in these summaries, subscribers gain a working knowledge of the top business titles. Subscriptions are available on a monthly or yearly basis. Further information is available at <http://www.summaries.com>.

MAIN IDEA

Many people wonder what are the character attributes of great business leaders -- the highest of the high achievers in the business world -- and whether or not emulating those characteristics can actually increase and enhance the chances of achieving similar personal and professional success.

To answer that question, a systematic process was developed by which the best business leaders in the United States could be identified. These leaders were then interviewed, to allow an opportunity for insights and success clues to be found. The results were then analyzed in more detail and compiled.

Not surprisingly, at the end of the exercise, the diverse backgrounds of great business leaders, combined with the extraordinarily broad demands placed on them by virtue of their responsibilities, clearly indicated there was not any one single characteristic or business practice that is common to all great business leaders. Instead, it became apparent the most successful leaders in business all develop and practice a highly personalized mix of character traits and personal philosophies or practices. Therefore, although no one single factor was identified, two lists have been compiled of six business principles and ten common traits. Each business leader is a unique blend of many or all of these two component lists. The two lists are noted in the section below.

In short, these six principles and ten character traits are good patterns for anyone to follow in their personal attempts to achieve their own dreams and realize their most profound personal aspirations. Any business model which integrates these traits and principles places itself on a strong foundation for the achievement of exceptional corporate performance.

Many people are surprised by the character bias, and the absence of strikingly new ideas or principles in the two lists. That confirms the fact that while technologies and other details may change over time, principles of good business do not. That aligns neatly with the thoughts of Ralph Waldo Emerson, who wrote, "Our chief want is someone who will inspire us to be what we know we could be."

The best business leaders exemplify what can be achieved in business -- and as such can serve as great mentors and role models.

1. The Search For The Best Business Leaders in America Page 2

If you can identify the best business leaders in America, you can look for common traits and practices those leaders use. Ideally, by integrating the same traits and practices into your own business situation, you can then position yourself to do and achieve more.

2. The Six Principles of Business Success Exemplified By The Best Business Leaders Page 3

There are six underlying business principles the 50 best business leaders share to one degree or another in the way they go about achieving success:

1. Have integrity and lead by example.
2. Develop a winning strategy around a "big idea".
3. Attract and retain a great management team.
4. Inspire and motivate employees to greatness.
5. Head up a flexible and responsive business organization.
6. Align the management and compensation systems.

The best managed companies apply all of these principles consistently and simultaneously, rather than attempting to focus on one issue for a time before moving on to something different.

3. The 10 Common Traits of the Best Business Leaders Page 6

The 50 best business leaders share 10 specific traits and qualities which form the foundation for their individual successes:

1. A passion for what they are doing.
2. Raw intelligence and clarity of business thinking.
3. Superior communication skills.
4. High and sustainable personal energy levels.
5. A willingness to share the credit for accomplishments.
6. A sense of inner calm and inner peace.
7. The ability to use early-life experiences constructively.
8. Strong and vibrant families.
9. A positive attitude to life and challenges.
10. A focus on "doing the right things well".

While attempting to emulate these traits won't guarantee success, there is no doubt the best business leaders in America have benefited through their personal applications of these traits and personality qualities.

Summaries.Com

The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

Knowledge is Power — Invest in Your Future

For just **\$2 per week**, you will...

- Learn from the mistakes and success of the smartest people in business;
- Get fresh ideas, strategies & motivation that could be worth millions to you;
- Follow emerging trends, so you can catch the wave before your competitors do;
- Catch up on the classics you always wanted to read.

1,000 Top Business Book Summaries

Our catalog includes summaries on a range of topics for aspiring entrepreneurs, managers, and consultants.

BUSINESS PLANS

MANAGEMENT

PRESENTATIONS

SALES

LEADERSHIP

MOTIVATION

STRATEGY

AND MORE

