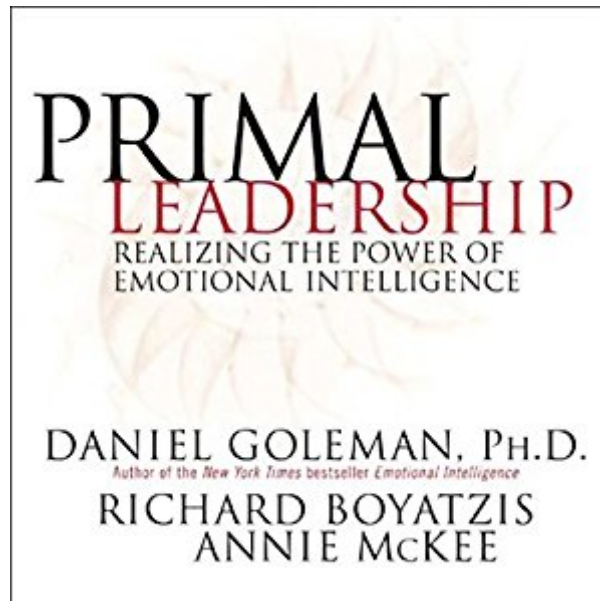




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# Primal Leadership: Realizing The Power Of Emotional Intelligence



## Synopsis

Daniel Goleman's international bestseller Emotional Intelligence changed our concept of "being smart," proving that emotional intelligence—how we handle ourselves and our relationships—matters more than IQ or technical skill in educational success. Now, Goleman teams with Richard Boyatzis and Annie McKee, experts on emotional intelligence research, to explore the consequences of emotional intelligence for leaders and organizations. The authors argue that a leader's emotions are contagious, and must resonate energy and enthusiasm if an organization is to thrive. --This text refers to an out of print or unavailable edition of this title.

## Book Information

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#155 in Books > Audible Audiobooks > Business & Investing > Leadership & Management  
#277 in Books > Audible Audiobooks > Health, Mind & Body > Psychology

## Customer Reviews

I feel a little as though the doctors (at least Goleman) are applying their emotional intelligence "brand" to leadership. However, there's a lot of common sense to it! I don't have a psychology degree and I know enough about organizational behavior to be dangerous, but, I've been leading in the military for more than 12 years and I'd like to think I know a little bit about the practical applications of leadership. The doctors present a lot of really relevant case studies to back up their recommendations and illustrate the principles in action. I give it 4 out of 5 stars because it's verbose. Their main arguments are clear because they repeat them many times. But the arguments are solid given their case studies and examples.

Mr. Goldman did a fantastic job of delving into the functions of Emotional Intelligence and how to become an emotionally intelligent leader. This has opened my mind to so many more ideas to be an

effective leader, and also has helped me recognize the major flaws from my current leaders. Look forward to implementing these new ideas!

I only purchased this book, because it's required reading for a promotional exam. The book is a easy read, not too complicated, and thank God not too long. It's simply all the things my parents already taught me, "treat everyone from the mailroom to the boardroom with respect", "laughter is contagious", & most importantly "it's NOT what you say, but HOW you say it that makes all the difference". So thanks mom & dad .

If you want to learn how to get along with others, read them, work with them, deal with them, understand them, handle conflict, then this book is for you. It's a true eye opener. You'll literally "see" yourself & others in it and will get a better idea of what makes people tick. You'll gain insight on how to better handle people based on their needs. If you want to get ahead at work or in life in general, get this book.

Interesting book with good examples. The beginning was more helpful, but I sped through the vaguer ending. Helpful in terms of studies and statistics of how emotions play into the workplace and our relationships, but it isn't a super hands on book with a lot of examples or suggestions. I'll read more on EI by Daniel Goldman as this didn't quench my thirst.

This book is beyond repetitive. It says that your emotions affect other people so be nice, genuine and compassionate. And smile and laugh. Over and over. This book should be 10 pages.

I just had my first personnel when I read this book. With only twenty-some years and no leadership under the belt I had to manage my company. You might think that's easy, but believe me... it isn't. Having the knowledge how to lead certainly helps though. Actually, Primal Leadership isn't so primal at all. It takes re-reading the book over and over again and practicing what it preaches for quite some time. The book covers so much issues that you might spend quite a lot of time trying to lead, while you know you should lead differently. That's exactly the difference between knowldege and wisdom. When you know something, you might actually don't do it. Having the wisdom, you just practice what you preach. Now my business is growing faster than ever and I must say this book is one of the key factors in providing leadership and getting operations and projects running smoothly. It may not give you sales or good ideas, but it will definitely give you leadership.

An interesting development of an aspect of leadership that has long been ignored that being the importance of relationships in developing teams that have resonance. Brief summary of resonance is the expression TEAM -- Together Everyone Achieves More. I first came across this book attending a leadership class that included Sgt. Malarky -- Easy Company -- 101st Airborne -- Band of Brothers. The leadership styles of Sgt. Malarky, Capt. Sobel, and Captain Dick Winters were identified with the styles found in this book. Having seen organizations rise and fall because of resonance or dissonance, I found this book very useful in clarifying the manner and methods that result in greater success in any group endeavor. For those used to a command style or a pacesetter style of leadership this book will be an eye opener. Specific examples from large corporations are used to illustrate the concepts. Want to be a better and more effective leader -- read this book

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