


## Leaders' Playbook: How to Apply Emotional Intelligence-Keys to Great Leadership


By Reldan S. Nadler



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Ten Years Is a Long Time to Wait for a Resource This Powerful. About a decade ago, Emotional Intelligence, (EI), was recognized to be a far better indicator of success in the work world than IQ. Daniel Goleman's book Emotional Intelligence sold over 5 million copies and translated into more than 30 languages. Yet, over the years, the key question has been how do you raise it? There remained a gap between theory and the effective application of EI. Until now. Dr. Reldan S. Nadler, world-renowned executive coach and speaker, built his star-performer reputation working with thousands of leaders using the principles of EI. He has the extensive knowledge and in-depth, hands-on experience gained in the trenches of the play-for-keeps corporate battlefield. He has refined and organized what he learned over 30 years into a usable guide for executives, managers, coaches anyone who wants to be a star performer and lead others to stellar results. In addition to 100+ EI techniques and tools, Leaders Playbook reveals the secrets of success in fascinating thumbnail stories of corporate star performers, political leaders and sports coaches. Rudy Giuliani's perfect pitch of empathy and vision after 9/11, GE's Jeff Immelt's managing adversity, eBay's Meg Whitman's initiative and service orientation and USC's Pete Carroll's optimism and developing star players and championship teams, plus many more. These show how major players shine in important EI competencies, and their methods for success provide footprints and inspiration for your own success. Leaders' Playbook gives you the keys for significantly enhancing performance with answers to critical questions: How do I increase my confidence to take the steps to be a star? How can I become more effective as a leader? How do I develop my people to be our next leaders? How can I communicate to be more successful? What can I do at my next team meeting to improve morale and performance? Knowing these answers, and knowing how to apply t

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### Editorial Review

#### Review

Measuring quantifiable results is mandatory in our business. Our company has realized an ROI that exceeded our expectations because of the training and coaching from Reldan Nadler and captured in the Leaders' Playbook. We have improved our ability to promote from within, have improved employee retention, and our leaders have integrated many of the tools explained in Reldan's book into their management technique. -- Jim Snell, President, Shield Healthcare Inc., Valencia CA

Having studied many leadership books over the years, I thought I had seen it all. In my mind, there was nothing new under the sun in this field. Then, I read this book. While I had heard of Emotional Intelligence before, I really did not appreciate its impact on success. I thought it was more new age mumbo jumbo about how we should all act reserved and professional. Boy, was I wrong. In The Leaders' Playbook, author Reldan Nadler gives us a quick overview of Emotional Intelligence (EI) and the numerous studies that show its tight correlation with success in business and sports. More importantly, he cuts away the complexity and extracts the four key EI competencies most closely related to leadership and explains how each contributes to one's success. To illustrate his points, Nadler analyzes numerous public figures from business, sports and politics to determine their relative strength in each of the four EI competencies then shows how their actions in life act as evidence of these ratings. He doesn't just focus on the superstars with strength in all four areas, he also tries to teach us what can go wrong if we are weak in one or more of these areas with profiles of notorious public figures who suffered from a low score in one or two competencies. Overall, I found this book to be a very readable and well-explained treatise on how to self-analyze one's strengths in these four areas and then to prepare an action plan to develop the competencies that need work. As Nadler points out, IQ is innate, but EI competencies can be learned. I will keep this book handy as I work on my own EI development. --Kevin Aguanno, TCM Reviews

How people work with and inspire others to greatness is more important than technical skill at achieving success in any business or career writes Reldan Nadler in his book Leaders' Playbook: How to Apply Emotional Intelligence - Keys to Great Leadership. The frequently discussed IQ as an indicator of success is considered less important than Emotional Intelligence by the author. In a practical hands on coaching style, Reldan Nadler provides the tools for developing star performers in any size of organization. Reldan Nadler outlines five of the most important components of Emotional Intelligence (EI). These traits include self confidence, teamwork and collaboration, developing skills in others, communication, and empathy. The author considers these abilities to be the most powerful guides to success. The good news from the book is that all of these skills can be learned and applied to your business and your life. The book provides a step by step course in developing and enhancing Emotional Intelligence skills in yourself and in others around you. The author's purpose is to teach the skills necessary to develop star performers in every walk of life. The book provides concrete examples of successful individuals ranging from former US President Bill Clinton, to Google co-founder Sergei Brin, to USC football coach Pete Carroll. Instead of using the many high profile success stories as ideals, Reldan Nadler shows how their strengths and weaknesses have shaped their careers and those around them. Overcoming weaknesses that can derail success is essential if you want to climb the ladder from the ordinary to becoming a star. The book is designed to be a playbook to meet the many challenges in business and in life. As with a football game, different plays are required for offense and for defense. At the same time, entirely different sets of ideas are necessary for passing plays and for a running game. Defending against both possibilities is also essential to success. As E --Wayne Hurlbert, Blog Business World

## About the Author

Dr. Relly Nadler is a leading psychologist and Executive Coach focusing on developing and providing cutting edge Emotional Intelligence tools and strategies for CEO's, Executives, leaders, managers and their organizations and teams. His book, the Leaders' Playbook, gives hands-on solutions to become a Star Performer. After working with over 15,000 leaders over 30 years, he has distilled some of his best advice and tips. In addition to his Coach's Corner sections, he has interviewed exceptional leaders and gleaned their practices into Star Secrets. To learn more about the EI practices of Stars, Dr. Nadler also profiled prominent leaders such as GE's Jeffrey Emmelt, eBay's Meg Whitman, Google's Sergey Brin, Rudy Guiliani and President Clinton, plus others. After Daniel Goleman sold 5 million copies of Emotional Intelligence, readers and leaders have been looking for hard-hitting ways to raise their Emotional Intelligence and the people they lead. Not finding a book to do so, Dr. Nadler packaged up his practices and research covering 5 popular EI competencies: Confidence, Teamwork, Developing Others, Communication and Empathy. He interviewed a star car designer on Confidence, a successful college basketball coach on Developing Others, a general manager on Teamwork and Collaboration, and a Communication expert who owns an award winning public relations firm. Nadler then teased out their critical practices followed by his proven tools for each competency. Dr. Nadler has coached CEOs, presidents and their staffs, developed and delivered innovative leadership programs for such organizations as Anheuser-Busch, BMW, EDS, MCI and Danone Water Products, and created and facilitated team trainings for DreamWorks Animation, Comerica Bank, America Honda and General Motors Defense. He is recognized around the world for his expertise in linking experiential learning and Emotional Intelligence to business objectives. Dr. Nadler has worked for and consulted to Outward Bound Sc

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#### **Tatum Martin:**

The e-book untitled Leaders' Playbook: How to Apply Emotional Intelligence-Keys to Great Leadership is the e-book that recommended to you to learn. You can see the quality of the e-book content that will be shown to an individual. The language that publisher use to explained their ideas are easily to understand. The author was did a lot of study when write the book, and so the information that they share for you is absolutely accurate. You also could get the e-book of Leaders' Playbook: How to Apply Emotional Intelligence-Keys to Great Leadership from the publisher to make you considerably more enjoy free time.

#### **Thomas Murray:**

A lot of people always spent their free time to vacation as well as go to the outside with them friends and family or their friend. Were you aware? Many a lot of people spent they free time just watching TV, or perhaps playing video games all day long. In order to try to find a new activity here is look different you can read a book. It is really fun for yourself. If you enjoy the book that you just read you can spent the entire day to reading a guide. The book Leaders' Playbook: How to Apply Emotional Intelligence-Keys to Great Leadership it is extremely good to read. There are a lot of individuals who recommended this book. These were enjoying reading this book. In case you did not have enough space to develop this book you can buy typically the e-book. You can m0ore effortlessly to read this book from a smart phone. The price is not very costly but this book has high quality.

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