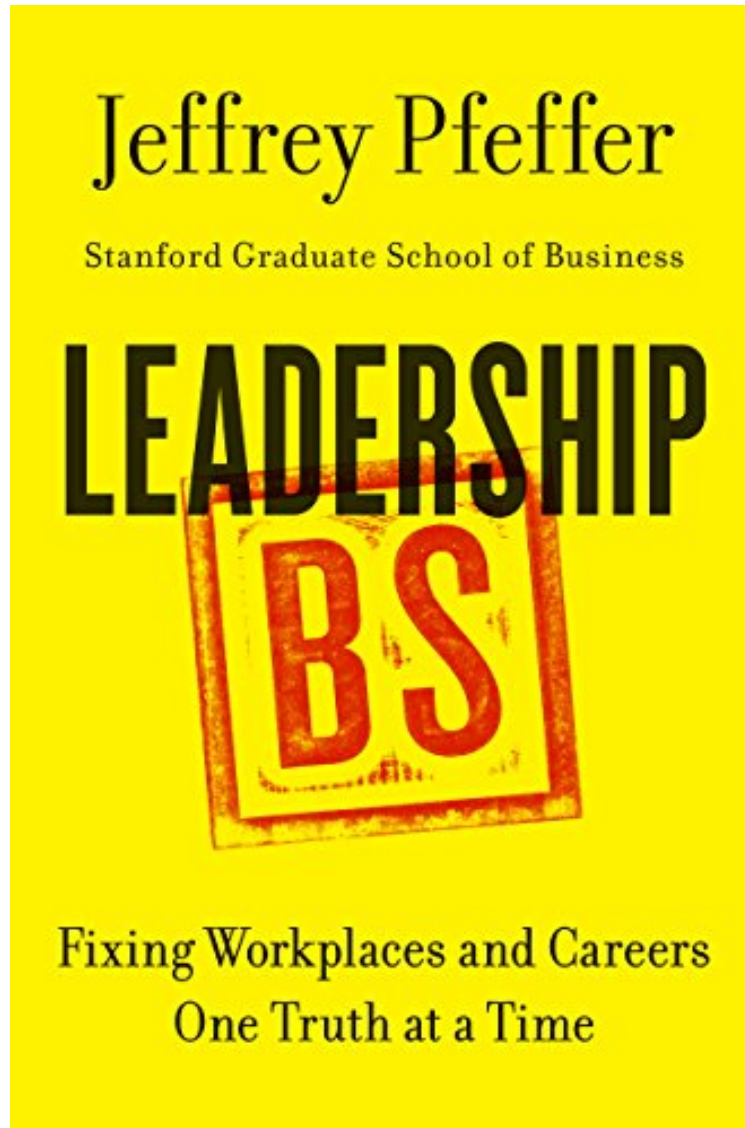


Leadership BS: Fixing Workplaces and Careers One Truth at a Time

Jeffrey Pfeffer

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Jeffrey Pfeffer : Leadership BS: Fixing Workplaces and Careers One Truth at a Time before purchasing it in order to gage whether or not it would be worth my time, and all praised Leadership BS: Fixing Workplaces and Careers One Truth at a Time:

6 of 6 people found the following review helpful. Required ReadingBy Richard KellyAn outstanding read which thoroughly blows up the entire leadership industry. If you are not already aware that everything you learn in that leadership training they send you to every year is a lot of feel-good with no basis in reality, then you must read this

book. If the references to the research backing Pfeffer's claims don't convince you, the countless examples based on your heroes will. Fortunately closes with recommendations on what we can all do to help correct the current state of affairs. 17 of 19 people found the following review helpful. Do as I DO, not as I SAY -- words to live by By JD Dillon
first came across Pfeffer's work in a business school class in roughly 2000 or so. I am not exaggerating when I say that "Managing with Power" has helped my career greatly. His most recent work may well have a similar impact, at least for me. "Leadership BS" effectively captures a concept that is absolutely prevalent in today's business world. Who among us cannot look around us and see poor leadership? Perhaps a look in the mirror might even cause us to cringe at times. Whereas I agree with some of the words in the negative reviews, I can't help but coming back to a simple truth. I agree with Jeff. In fact, some of the naysayers actually seem to reinforce his point with their comments - reading something that is negative is not uplifting. The sober truth rarely is, unfortunately. If you internalize the lessons, this book may well change your career. It won't, however, make you feel better as you walk into that next all day offsite on leadership at your workplace. Concepts like those expressed in Jeff's book are bound to inspire a couple of ratings of one or two, as these ideas are polarizing. That's okay. I recommend that potential readers spend some time with this material regardless. Quite frankly, you will probably be better off reading this book even if you completely reject Pfeffer's entire premise. Just as philosopher Herbert Spencer taught, "There is a principle which is a bar against all information, which is proof against all arguments and which can not fail to keep a man in everlasting ignorance-that principle is contempt prior to investigation." 5 of 5 people found the following review helpful. It would be easy to misinterpret the book as conveying a cynical message By Customer
The first leadership book i have read that is (i) fact based academically and (ii) corresponds to my experience as a senior executive. It would be easy to misinterpret the book as conveying a cynical message. But it is richer and more insightful than that. For example, the section on looking at lies and deception as a means to achieve a desired reality ("self-fulfilling prophecy") which is reminiscent of the academic work on the ethics of power. A must read - very sharply written as well.

Finalist for the 2015 Financial Times and McKinsey Business Book of the Year Best business book of the week from Inc.com
The author of Power, Stanford business school professor, and a leading management thinker offers a hard-hitting dissection of the leadership industry and ways to make workplaces and careers work better. The leadership enterprise is enormous, with billions of dollars, thousands of books, and hundreds of thousands of blogs and talks focused on improving leaders. But what we see worldwide is employee disengagement, high levels of leader turnover and career derailment, and failed leadership development efforts. In Leadership BS, Jeffrey Pfeffer shines a bright light on the leadership industry, showing why it's failing and how it might be remade. He sets the record straight on the oft-made prescriptions for leaders to be honest, authentic, and modest, tell the truth, build trust, and take care of others. By calling BS on so many of the stories and myths of leadership, he gives people a more scientific look at the evidence and better information to guide their careers. Rooted in social science, and will practical examples and advice for improving management, Leadership BS encourages readers to accept the truth and then use facts to change themselves and the world for the better.

"Jeff Pfeffer stands as one of the great management thinkers of our time. Here in this important work, he challenges us to embrace a hippocratic oath of leadership: first do no harm. Diagnostic and prescriptive, passionate and incisive, provocative and inspired-Pfeffer yet again makes a noble contribution." --Jim Collins, author Good to Great, co-author Built to Last and Great by Choice
"As bracing as a splash of cold water, Leadership BS is at once a scathing indictment of the 'leadership industry' and a roadmap to success. Pfeffer dismantles the jargon-filled aphorisms of conventional leadership, replacing them with fact-based prescriptions for how to succeed." --Laszlo Bock, SVP of People Operations, Google and author of New York Times bestseller, Work Rules!
"A provocative case that most leadership advice is baloney and the entire industry is broken. Pfeffer convincingly argues that we consistently give the wrong people power-and even when we get it right, authenticity is a recipe for disaster." --Adam Grant, Wharton professor and New York Times bestselling author of Give and Take
"In this must-read book, Pfeffer exposes the gap between what we're told we should do to be leaders and what successful leaders actually do to climb the career ladder. Pfeffer's take-no-prisoners approach to management research and practice always reveals insightful and shocking results." --Keith Ferrazzi, author of ,New York Times bestsellers Never Eat Lunch Alone and Who's Got Your Back?
"I wish I had read Leadership BS years ago. It's not only honest but helpful, putting words to the disconnect I've seen between what works and what we're all "supposed to be" doing. This inconsistency has so much to say about the current state of professional women's progress." --Gina Bianchini, CEO, Mighty Bell and co-founder, Lean In
"Leadership BS goes directly to the soul of leadership practices, exposing both the rewards and penalties of contemporary notions. You'll be challenged to look at qualities such as narcissism, vulnerability, immodesty and ego and consider why these too are important traits of effective leaders." --Curt Coffman, co-author of First, Break all the Rules
"A fascinating inquiry into why the "leadership industry" has failed to develop better leaders. Pfeffer turns conventional wisdom about leadership upside down, and challenges us to rethink why and how leaders behave. It's an indispensable book for every leader, executive coach, and others who seek to help leaders." --Morten T.

Hansen, professor, University of California, Berkeley, co-author, *Great by Choice*"Pfeffer offers no nostrums, no feel-good solutions; instead, he offers unvarnished insights and dry-eyed suggestions. Anyone who is seriously interested in leadership should read this book." --Stephen Kosslyn, founding dean, the Minerva Schools of Arts and Sciences at the Keck Graduate Institute"Jeff Pfeffer has done it again. He forces us to confront uncomfortable questions about ourselves and our cultures. This book reminds us of the dangers of pursuing comforting messages instead of practical truths." --Kent Thiry, CEO, Davita Healthcare Partners"Pfeffer persuasively attacks the simplistic generalities that masquerade as leadership advice. Offering examples of when such advice can hurt leaders. Turning some of our assumptions concerning authenticity, trust, and humility on their head. Essential reading for anyone who would rather rely on scientific evidence than merely on cool stories." --Sim B Sitkin, Duke University, Faculty Director, Fuqua/Coach K Center on Leadership and Ethics"Pfeffer has taken on an ambitious project, given the uniformity of current thinking on business success, but his bluntness should go a long way toward slaughtering the sacred cows of the leadership industry. This is an entertaining and inspiring read for anyone looking to shake things up at work." -- Publishers Weekly

From the Back Cover

Finalist for the 2015 *Financial Times* and *McKinsey Business Book of the Year*

Best business book of the week from *Inc.com*

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About the Author

Jeffrey Pfeffer is the Thomas D. Dee II Professor of Organizational Behavior at the Graduate School of Business, Stanford University, where he has taught since 1979. He is the author or coauthor of thirteen books, and has also held visiting professorships at the Harvard Business School, London Business School, IESE Business School in Spain, and other institutions.