The Essentials Series: Leadership

Chapter 1


19 “The first task ... keep hope alive”: John Gardner, can be found many places on the Internet.


24 “If things seem ... going fast enough”: Mario Andretti, http://www.squarewheels.com/content/quotes.html.

24 Phil Kotler, 3 management eras: Tom experience.


“Riding with Roger”: Tom studied Milliken & Co. in depth while writing *A Passion for Excellence* (New York: Random House, 1985) (with Nancy Austin), though this story is not in the book.


“There’s a war ... doing something wrong”: Bill Creech, quoted by Bob Stone in *Polite Revolutionary: Lessons from an Uncivil Servant* (Turkish Standards Institution, 2001), p. 79.


“Learn not to be careful”: Diane Arbus quoted by Harriet Rubin in *The Princessa*, p. 4.

“Reward excellent failures. Punish mediocre successes”: Phil Daniels, seminar participant, verbal to Tom.


“Not so much ... an old idea”: Edwin Land, can be found many places on the Internet.


“I start with ... not more followers”: Ralph Nader, [http://www.brainyquote.com/quotes/authors/r/ralph_nader.html](http://www.brainyquote.com/quotes/authors/r/ralph_nader.html).


“I don’t know”: Karl Weick, [http://www.cioinsight.com/article2/0,1397,1437282,00.asp](http://www.cioinsight.com/article2/0,1397,1437282,00.asp).


All quotes are from emails to Tom Peters Company following publication of Tom’s article “Leadership Is Confusing as Hell,” *Fast Company*, March 2001, p. 124.


Chapter 2

“So much of ... people to work”: Peter Drucker, [http://www.quotationspage.com/quotes/Peter_Drucker/](http://www.quotationspage.com/quotes/Peter_Drucker/).


“A key, perhaps ... of a story”: Howard Gardner with Emma Laskin, Leading Minds, p. 62.


ReGo: Bob Stone, Polite Revolutionary: Lessons from an Uncivil Servant (Turkish Standards Institution, 2001).

“Energizer in Chief”: ibid., p. 172.

OODA loops: http://www.mindsim.com/MindSim/Corporate/OODA.html.

Jill Ker Conway: A Woman’s Education, pp. 49, 50, 66-68.


Chapter 3


“On average, women ... talents of women”: ibid., p. 3.

“Women have many ... via egalitarian teams”: ibid., p. xvii.

Women’s strengths: ibid.

“Women love to talk ... Men hide their emotions”: Barbara & Allan Pease, Why Men Don’t Listen & Women Can’t Read Maps: How We’re Different and What to Do About It (New York: Welcome Rain, 2000), pp. 78, 80, 84, 89, 93, 130, 132, 139.


“Boys are trained ... make them irrelevant”: Phil Slater, Tom heard him speak, May 6, 2000.


“Investors are looking ... than are men”: Hardwick Simmons quoted by Judy B. Rosener, America’s Competitive Secret, p. 22.

“Internationally, the United States ... tied with Andorra”: Marie C. Wilson, Closing the Leadership Gap (New York: Viking Penguin, 2004), p. xii.


Chapter 4


123 “We believe companies ... in two years”: Ed Michaels, War for Talent, notes for an address, May 17, 2000, p. 7.


123 “Connoisseur of talent”: ibid., p. 12.

125 Limited stores, good managers: Tom worked with the Limited stores while writing Thriving on Chaos (New York: Knopf, 1987).

126 “In most companies ... at most companies”: Ed Michaels, War for Talent, notes for an address, May 17, 2000, p. 9.

127 “Technically savvy and ... become unbelievably expensive”: Peter Drucker quoted by James Daly in “Sage Advice,” Business 2.0, August 2000, p. 134.

127 “We value engineers ... in their function”: Jerry Yang quoted in “Scenes From a Conference,” eCompany, January 2001, p. 45.

127 “Top performing companies ... losing top performers”: Ed Michaels, War for Talent, notes for an address, May 17, 2000, p. 10.
American Society for Training & Development, 26.3 hours of training per year: literature provided to Tom when he was preparing to speak to them.

“My ancestors were ... next 30 years”: Peter Drucker quoted by James Daly in “Sage Advice,” Business 2.0, August 2000, p. 134.


“Why focus on ... by the young”: “Bright Young Things,” the Economist, December 21, 2000.


“Talented people are ... in their careers”: Ed Michaels, War for Talent, notes for an address, May 17, 2000, p. 5.


“Capitalism and the ... the mongrel mentality”: ibid., p. 57.

“Strangers instinctively question ... odd or stupid”: ibid., p. 68.


Howard Gardner and Multiple Intelligences: [http://www.pz.harvard.edu/PIs/HG.htm](http://www.pz.harvard.edu/PIs/HG.htm).


