

## Liderazgo 101 Lo Que Todo Lider Necesita Saber

Business.

New York Times best-selling author Dr. John C. Maxwell has a message for you, and for today's corporate culture fixated on talent above all else: TALENT IS NEVER ENOUGH. People everywhere are proving him right. Read the headlines, watch the highlights, or just step out your front door: Some talented people reach their full potential, while others self-destruct or remain trapped in mediocrity. What makes the difference? Maxwell, the go-to guru for business professionals across the globe, insists that the choices people make—not merely the skills they inherit—propel them onto greatness. Among other truths, successful people know that: Belief lifts your talent. Initiative activates your talent. Focus directs your talent. Preparation positions your talent. Practice sharpens your talent. Perseverance sustains your talent. Character protects your talent. . . . and more!! It's what you add to your talent that makes the greatest difference. With authentic examples and time-tested wisdom, Maxwell shares thirteen attributes you need to maximize your potential and live the life of your dreams. You can have talent alone and fall short of your potential. Or you can have talent plus, and really stand out.

Capacitación 101, es lo “mejor de lo mejor” de Maxwell sobre el tema. Los temas que incluye son: ¿Por qué necesito capacitar a otros? ¿Cuáles son las características de

alguien que tiene el potencial para llegar a ser un líder? ¿Cómo puedo invertir en el equipo a largo plazo?

Are there tried and true principles that are always certain to help a person grow? John Maxwell says the answer is yes. He has been passionate about personal development for over fifty years, and for the first time, he teaches everything he has gleaned about what it takes to reach our potential. In the way that only he can communicate, John teaches . . . The Law of the Mirror: You Must See Value in Yourself to Add Value to Yourself The Law of Awareness: You Must Know Yourself to Grow Yourself The Law of Modeling: It's Hard to Improve When You Have No One But Yourself to Follow The Law of the Rubber Band: Growth Stops When You Lose the Tension Between Where You are and Where You Could Be The Law of Contribution: Developing Yourself Enables You to Develop Others This third book in John Maxwell's Laws series (following the 2-million seller *The 21 Irrefutable Laws of Leadership* and *The 17 Indisputable Laws of Teamwork*) will help you become a lifelong learner whose potential keeps increasing and never gets "used up."

In "Leadership Promises for Your Week," Maxwell distills many of his winning concepts and scriptural meditations into a weekly devotional. He addresses a host of vital topics including success, teamwork, communication, conflict resolution, stewardship, and mentoring.

Otro gran librito repleto de sabiduría e instrucción para añadir a la exitosa serie Maxwell

101. John C. Maxwell cree que «trabajar en equipo se encuentra en el corazón de los grandes logros». La pregunta no es si los equipos tienen valor. La pregunta es si nosotros reconocemos ese hecho y nos convertimos en mejores trabajadores en equipo. En Equipo 101, Maxwell hace uso de la sabiduría sobre liderazgo de sus libros Las 17 leyes incuestionables del trabajo en equipo, El talento nunca es suficiente, Desarrolle los líderes que están alrededor de usted, Líder de 360°, Cómo ganarse a la gente, Las 21 leyes irrefutables del liderazgo y Las 17 cualidades esenciales de un jugador de equipo. Esta estrategia poderosa y concisa puede ayudar a líderes a crear un ambiente que produzca victoria y satisfacción a todo el equipo.

Aprenda a adoptar una actitud de vencedor para resolver las dificultades de la vida.

This expanded and updated edition of one of the most trusted and referenced leadership books of all time features new insights and revised content that is fundamental for any leader. Internationally recognized leadership expert, speaker, and author John C. Maxwell has taken this million-seller and made it even better: Every Law of Leadership has been sharpened and updated Seventeen new leadership stories are included Two new Laws of Leadership are introduced New evaluation tool will reveal your leadership strengths—and weaknesses New application exercises in every chapter will help you grow Why would Dr. Maxwell make changes to his best-selling book? “A book is a conversation between the author and reader,” says Maxwell. “It’s been ten years since I wrote The 21 Laws of Leadership. I’ve grown a lot since then. I’ve taught

these laws in dozens of countries around the world. This new edition gives me the opportunity to share what I've learned.”

Liderazgo Lo que todo líder necesita saber Grupo Nelson

Unleash your leadership potential. No matter who you are, you can lead—and lead well. That is the message New York Times bestselling author John C. Maxwell gives in this power-packed guidebook: Leadership 101. Here the consummate leader offers a succinct and inspiring framework for enhancing the leadership abilities you already possess. Learn how to:

- Follow your vision and bring others with you
- Produce a lasting legacy
- Grow the loyalty of your followers
- Make continual investments in the quality of your leadership
- Increase your ability to influence others
- Determine your leadership "lid"
- Empower others through mentoring
- Create a foundation of trust
- Use self-discipline to improve your character—and your results

One of the keys to successful leadership is applying the concepts that have made other leaders strong. Here's your opportunity to do just that.

Ahora en un solo volumen, la serie best seller 101 de John C. Maxwell de libros de liderazgo que han ayudado a más de un millón de personas a ser mejores líderes. Este libro incluye materiales que, en el estilo de Maxwell, han ayudado a muchos lectores a alcanzar su potencial en cualquier etapa de su carrera. Puede

ser considerado como un curso intensivo sobre los fundamentos de liderazgo o como una herramienta práctica para afilar los fundamentos básicos que todo profesional necesita. El contenido incluye el 101 de la actitud, autosuperación, liderazgo, relaciones, éxito, equipo, capacitación y mentoría. Cada libro 101 es una introducción al tema, no el «curso avanzado». Esta colección de libros ayudan a los lectores en el camino hacia un crecimiento significativo en áreas específicas de sus vidas.

Los grandes líderes comprenden que la actitud correcta brinda el ambiente adecuado que posibilita que los demás tengan las respuestas apropiadas. La actitud puede ser el éxito o la ruina suya y la de la gente que dirige. Las buenas actitudes no garantizan el éxito de un equipo, pero las malas actitudes sí garantizan su ruina. Así dice el afamado escritor y experto en liderazgo John C. Maxwell en este manual sumamente práctico, Actitud 101. Cualquiera que haya intentado dirigir personas con malas actitudes sabe la frustración que esto puede provocar. Con esta guía concisa y fácil de leer, usted aprenderá a dominar las cuestiones de la actitud. Aprenda a: Reconocer cómo las actitudes de los individuos influyen en su desempeño Señalar problemas de sentimientos, conductas y pensamientos en usted y en otros Identificar seis problemas comunes de actitudes que socavan el equipo de trabajo Descubrir el secreto de

cambiar una mala actitud Crear nuevas definiciones de fracas y triunfo que mejorarán su desempeño Adoptar la actitud que ayuda a un líder a pasar al siguiente nivel La actitud es contagiosa, ¡usted querrá asegurarse de que su equipo esté contagiándose de la actitud correcta!

It has been more than a decade since the first edition of Peter Koestenbaum's landmark book *Leadership: The Inner Side of Greatness* was published. Since that time world events have caused a dramatic shift in how we think about our lives and our work. Now we grapple with the fundamental questions. How can we live a courageous life and manage anxiety? Is it possible to reach greater heights of ethics and responsibility? Peter Koestenbaum, the preeminent business philosopher, has been a trusted mentor to business leaders worldwide. In this thoroughly revised edition of his classic book he shares his wisdom about the fundamental nature of leadership and shows what it takes to become an exceptional and passionate leader in today's complex world. At the very heart of the book is his Leadership Diamond model—a paradigm that challenges managers to transform their thinking and approach everything with fresh effectiveness in order to reap richer results and become great leaders.

Otro gran libro repleto de sabiduría e instrucción para añadir a la exitosa serie Maxwell 101. Haciendo uso de la sabiduría de sus libros *El mapa para alcanzar el*

éxito, El talento nunca es suficiente, Desarrolle los líderes que están alrededor de usted, El lado positivo del fracaso, Líder de 360°, Cómo ganarse a la gente y Liderazgo, principios de oro, John C. Maxwell ofrece en Autosuperación 101 los principios esenciales que necesitan todos los líderes para seguir esforzándose en alcanzar la excelencia independientemente de dónde se encuentren o qué estén haciendo. Después de todo, los grandes líderes que están orientados hacia el desarrollo en lugar de las metas, nunca "llegan", ellos simplemente se mantienen edificando a base de lo que están aprendiendo.

Draws on the author's best-selling books and years as a mentor to present a concise collection of principles on how to help others enter into lives of service and achieve leadership and team proficiency.

A #1 New York Times bestselling author and leadership expert answers questions from his readers about what it takes to be in charge and make a difference. John Maxwell, America's #1 leadership authority, has mastered the art of asking questions, using them to learn and grow, connect with people, challenge himself, improve his team, and develop better ideas. Questions have literally changed Maxwell's life. In **GOOD LEADERS ASK GREAT QUESTIONS**, he shows how they can change yours, teaching why questions are so important, what questions you should ask yourself as a leader, and what questions you

should be asking your team. Maxwell also opened the floodgates and invited people from around the world to ask him any leadership question. He answers seventy of them--the best of the best--including . . . What are the top skills required to lead people through difficult times? How do I get started in leadership? How do I motivate an unmotivated person? How can I succeed working under poor leadership? When is the right time for a successful leader to move on to a new position? How do you move people into your inner circle? No matter whether you are a seasoned leader at the top of your game or a newcomer wanting to take the first steps into leadership, this book will change the way you look at questions and improve your leadership life.

The Leadership expert, John Maxwell, brings you an in-depth look at God's laws for leaders and leadership. God has shown us in the Bible the time-tested and irrefutable principles of leadership. John C. Maxwell has assembled these biblical teachings to equip and encourage leaders and those who serve with them to meet the challenges of the 21st century. Features include: Complete NKJV Bible text and translators' notes Book introductions Articles describing the 21 Laws of Leadership and the 21 Qualities of a Leader Notes throughout the Bible that connect with the Laws and Qualities Indexes to the 21 Laws of Leadership and the 21 Qualities of a Leader Part of the Signature Series line of Thomas Nelson



## Bibles

Elizabeth George, author of the bestseller *A Young Woman After God's Own Heart* (more than 300,000 copies sold), now shows teen women how to make prayer a part of their busy lives. From her own journey through the Bible and the lives of others, Elizabeth shares the difference prayer makes in everyday life. She provides step-by-step guidance and ideas for experiencing an exciting prayer life, highlighting how to— make prayer a reality establish a regular time for talking with God pray from the heart for daily needs improve relationships through prayer Teen girls will grow to know God in a very real way as they develop an active, personal, and meaningful prayer life! Great for Sunday school, youth group studies, and individual reading. Rerelease of *A Young Woman's Call to Prayer*

Are you having problems with the boss? Wishing you could be a better spouse? Not communicating well with your employees? Having trouble building business relationships? Or would you just like to improve your people skills and your ability to make strong, lasting impressions on the men and women you meet every day? The solution is "Skill With People!" Les Giblin's timeless classic has what you need to get on the fast track to success at home, at work, and in business. Life lessons from the Master of basic people skills. Described as "the most wisdom in

the least words", Skill With People has sold over 2 Million copies and has been translated into 20 languages. Credited with transforming the lives of its many readers, Skill with People is a must-have for everyone's personal library. Communicate with impact. Influence with certainty. Listen with sensitivity. "Skill With People" shows you how!

Being a leader means working with people, and that's not always easy! Whether in your office, church, neighborhood, or elsewhere, your interpersonal relationships can make or break you as a leader. That's why it's so important to be a "people person" and develop your skills in tapping that most precious of all resources: people. In this powerful book, America's leadership expert John Maxwell helps you: discover and develop the qualities of an effective "people person" improve your relationships in every area of life understand and help difficult people overcome differences and personality traits that can cause friction inspire others to excellence and success Loaded with life-enriching, life-changing principles for relating positively and powerfully with your family, friends, colleague, and clients, Be a People Person is certain to help you bring out the best in others—and that's what effective leadership is all about.

Trata sobre cómo conectarse con otros, cómo alentar a los que nos rodean y cómo ser mejores oídos. Relaciones 101 es el instrumento perfecto para quien

desea mejorar sus relaciones con los demás.

Applauded as one of the world's most popular leadership experts, John C. Maxwell distills many of his winning concepts and scriptural meditations into a daily devotional, following the phenomenally popular format of *Grace for the Moment* and *Hope for Each Day*. Delivered with his trademark style of confidence and clarity, Maxwell addresses a host of relevant topics including success, stewardship, teamwork, and mentoring.

Don't wait for that promotion! Start leading NOW...right where you are! What's the number one question leadership expert John C. Maxwell is asked while conducting his leadership conferences? "How can I implement what you teach when I'm not the top leader?". Is it possible to lead well when you're not the top dog? How about if the person you work for is a bad leader? The answer is a resounding yes! Welcome to *The 360° Leader*. People who desire to lead from the middle of organizations face unique challenges. And they are often held back by myths that prevent them from developing their influence. Dr. Maxwell, one of the globe's most trusted leadership mentors, debunks the myths, shows you how to overcome the challenges, and teaches you the skills you need to become a 360° leader. If you have found yourself trying to lead from the middle of the organization, as the vast majority of professionals do, then you need Maxwell's

insights. You have a unique opportunity to exercise influence in all directions—up (to the boss), across (among your peers), and down (to those you lead). The good news is that your influence is greater than you know. Practice the disciplines of 360° leadership and the opportunities will be endless . . . for your organization, for your career, and for your life.

Why do some people achieve great personal success, yet never succeed in building a business or making an impact in their organization? John C. Maxwell knows the answer. “The greatest leadership principle that I have ever learned in over twenty-five years of leadership,” says Maxwell, “is that those closest to the leader will determine the success level of that leader.” It’s not enough for a leader to have vision, energy, drive, and conviction. If you want to see your dream come to fruition, you must learn how to develop the leaders around you. Whether you’re the leader of a non-profit organization, small business, or Fortune 500 company, *Developing the Leaders Around You* can help you to take others to the limits of their potential and your organization to a whole new level.

[www.DevelopingTheLeadersAroundYou.com](http://www.DevelopingTheLeadersAroundYou.com)

John C. Maxwell, an expert in leadership development, uses his decades of experience to teach readers how to reach their full potential through a commitment to personal growth. In *Self-Improvement 101*, he provides the

essential tips and tools to help any leader continue striving for excellence no matter what industry, business, or level of leadership. You'll learn: the secret of becoming a lifelong learner, where to focus your time for maximum growth, what sacrifices are worth making to keep getting better, how to overcome obstacles to self-improvement, the key to turning experience into wisdom, and why leaders need to be learners, among many other essential lessons. People never reach their potential by accident. Often, those who achieve the greatest success have the greatest desire to learn and grow. *Self-Improvement 101* guides readers on an essential journey to uncovering their own desire, commitment, and unyielding determination to improve their life--and to improve themselves.

Bestselling author Bruce Wilkinson shows how to identify and overcome the obstacles that keep millions from living the life they were created for. He begins with a compelling modern-day parable about Ordinary, who dares to leave the Land of Familiar to pursue his Big Dream. With the help of the Dream Giver, Ordinary begins the hardest and most rewarding journey of his life. Wilkinson gives readers practical, biblical keys to fulfilling their own dream, revealing that there's no limit to what God can accomplish when we choose to pursue the dreams He gives us for His honor. Are you living your dream— or just living your life? Welcome to a little story about a very big idea. This compelling modern-day

parable tells the story of Ordinary, who dares to leave the Land of Familiar to pursue his Big Dream. You, too, have been given a Big Dream. One that can change your life. One that the Dream Giver wants you to achieve. Does your Big Dream seem hopelessly out of reach? Are you waiting for something or someone to make your dream happen? Then you're ready for The Dream Giver. Let Bruce Wilkinson show you how to rise above the ordinary, conquer your fears, and overcome the obstacles that keep you from living your Big Dream. You were made for this. Now it's time to begin your journey.

De John C. Maxwell lo esencial para cada lider hoy en dia.

While a few people appear to be born leaders, the ability to lead is actually a collection of skills, nearly all of which can be learned and sharpened. Based on his New York Times bestseller *The 21 Irrefutable Laws of Leadership*, author John C. Maxwell presents a daily plan to help you grow as a leader in your personal, professional, and spiritual life.

Ask the best leaders in any organization how they learned to be successful, and you often hear the same answer: they had a good mentor. That's why in this essential and easy-to-read reference book, international leadership expert John C. Maxwell gives readers the bottom line on mentoring--what it is, why they should do it, and how they can do it most effectively. In *Mentoring 101*, he guides

readers in the art of mentoring by explaining how to choose the right person to mentor, how to create the right environment for leaders to thrive and grow, how to help people become better, and how to overcome the most intimidating hurdle of all: getting started. What if you spent your entire life achieving but never shared your wisdom with anyone else? Mentoring is the key to creating a lasting legacy, and Mentoring 101 is your personalized key to seeing that journey through.

Developing the Leader Within You is Dr. Maxwell's first and most enduring leadership book, having sold more than one million copies. In this Christian Leaders Series edition of this Maxwell classic, you will discover the biblical foundation for leadership that John Maxwell has used as a pastor and business leader for more than forty years. These same principles and practices are available for everyday leaders in every walk of life. It is a lofty calling to lead a group—a family, a church, a nonprofit, a business—and the timeless principles in this book will bring positive change in your life and in the lives of those around you. You will learn: The True Definition of Leader. “Leadership is influence. That’s it. Nothing more; nothing less.” The Traits of Leadership. “Leadership is not an exclusive club for those who were ‘born with it.’ The traits that are the raw materials of leadership can be acquired. Link them up with desire, and

nothing can keep you from becoming a leader.” The Difference Between Management and Leadership. “Making sure the work is done by others is the accomplishment of a manager. Inspiring others to do better work is the accomplishment of a leader.” God has called every believer to influence others, to be salt and light. Developing the Leader Within You will equip you to improve your leadership and inspire others.

How to give a world-class presentation—based on the wildly popular TED Talks The only TED Talks-based guide available showing business professionals how to give the presentation of their lives A nonprofit dedicated to Ideas Worth Sharing, TED Talks began as a challenge to leaders in technology, entertainment, and design to give the “talk of their lives.” The organization has since gone global and contains more than 14,000 videos on nearly every topic imaginable. How to Deliver a TED Talk is a step-by-step guide showing business professionals how to deliver a TED Talk by carefully selecting their topic, crafting their narrative, mastering their delivery, and refining their design. The more than 14,000 talks on the TED website have been viewed more than one billion times Originally self-published in 2012, this book immediately hit #1 on Amazon and has consistently ranked no less than #5; this is an expanded edition of the original Donovan is the founder and lead organizer of TEDxMillRiver, a sold-out



## TEDx event in Stamford, CT

Explains how one's disposition is a key factor in his or her leadership capabilities, identifying the factors that shape a person's attitude while offering advice on how to overcome common obstacles.

Learn how to maximize your potential in minimal time with this compact how-to book derived from *No Limits* by #1 New York Times bestselling author John Maxwell. Many of us hold ourselves back because we firmly believe our abilities are finite. But what if our supposed limitations are just an illusion? In *THE POWER OF YOUR POTENTIAL* John Maxwell identifies and examines the seventeen key capacities each of us possesses. Some we are born with, such as how we think or how we naturally relate to other people. The rest are choices, often unconscious, including our attitude or personal disciplines. All are expandable. Maxwell gives clear and actionable advice on what we can do to improve in each of these areas. From learning to manage your emotions and increase your energy, to conquering procrastination and becoming more comfortable with taking risks, you will surpass your own expectations to become a better you than you ever thought possible.

Drawing from the text of the Business Week bestseller *Today Matters*, this condensed, revised edition boils down John C. Maxwell's 12 daily practices to their very essence, giving maximum impact in minimal time. Presented in a quick-read format, this version is designed to be read cover to cover in one sitting or taken in as brief lessons in a few

spare minutes each day. It covers such topics as: -- Priorities -- Health -- Family -- Finances -- Values -- Growth Readers will learn how to make decisions on important matters and apply those decisions daily to put them on a path to more successful, productive, and fulfilling lives.

Discusses eight fundamentals needed for leadership, including attitude, relationships, mentoring, and more.

Use this helpful book to learn about the leadership tools to fuel success, grow your team, and become the visionary you were meant to be. True leadership isn't a matter of having a certain job or title. In fact, being chosen for a position is only the first of the five levels every effective leader achieves. To become more than "the boss" people follow only because they are required to, you have to master the ability to invest in people and inspire them. To grow further in your role, you must achieve results and build a team that produces. You need to help people to develop their skills to become leaders in their own right. And if you have the skill and dedication, you can reach the pinnacle of leadership—where experience will allow you to extend your influence beyond your immediate reach and time for the benefit of others. The 5 Levels of Leadership are: 1. Position—People follow because they have to. 2. Permission—People follow because they want to. 3. Production—People follow because of what you have done for the organization. 4. People Development—People follow because of what you have done for them personally. 5. Pinnacle—People follow because of who you are and what you

represent. Through humor, in-depth insight, and examples, internationally recognized leadership expert John C. Maxwell describes each of these stages of leadership. He shows you how to master each level and rise up to the next to become a more influential, respected, and successful leader.

World-renowned leadership expert and bestselling author John C. Maxwell says if you want to be an effective leader, you must learn how to connect with people. While it may seem like some folks are just born with a commanding presence that draws people in, the fact is anyone can learn to communicate in ways that consistently build powerful connections. *Everyone Communicates, Few Connect*, helps you succeed by revealing Maxwell's Five Principles and Five Practices to develop this crucial skill of connecting, including: finding common ground, keeping your communication simple, capturing people's interest, inspiring people, and staying authentic in all your relationships. Your ability to achieve results in any organization--be it a company, church, nonprofit, or even in your family--is directly tied to the leadership skills in your toolbox. Connecting is an easy-to-learn skill you can apply today in your personal, professional, and family relationships to start living your best life.

Building and maintaining a successful team is no simple task. Even people who have taken their teams to the highest level in their field have difficulty recreating what accounted for their successes. Is it a strong work ethic? Is it "chemistry"? What tools can you wrap your hands around to build?or rebuild?your team? In *The 17 Indisputable*

Laws of Teamwork, leadership expert and New York Times best-selling author John C. Maxwell shares the vital principles of team building that are necessary for success in your business, family, church, or organization. In his practical, down-to-earth style, Dr. Maxwell shows how: The Law of High Morale inspired a 50-year-old man who couldn't even swim to train for the toughest triathlon in the world. The Law of the Big Picture prompted a former U.S. president to travel across the country by bus, sleep in a basement, and do manual labor. Playing by The Law of the Scoreboard enabled one web-based company to keep growing and make money while thousands of other Internet businesses failed. Ignoring The Law of the Price Tag caused one of the world's largest retailers to close its doors after 128 years in business. The 17 Indisputable Laws of Teamwork will empower you?whether coach or player, teacher or student, CEO or non-profit volunteer?with the "how-tos" and attitudes for building a successful team. Written and compiled by John Maxwell, an internationally known pastor and dynamic motivational speaker, the powerful success principles in this book are the reader's master class in winning attitudes, ideas, and techniques for effective leadership. Learn to Lead?not just for yourself, but for the people who follow you. For countless readers around the world, his name is synonymous with leadership. And for more than two million organizational leaders, the wisdom of John C. Maxwell has ignited learning, growth, and lasting change. Now, for the first time, that wisdom has been distilled into a single and powerful volume. The Maxwell Daily Reader draws its unique power from an

ageless truth: the heart of leadership is created through actions, put into practice one day at a time. Inside, each day's message will equip you with the inspiration and advice to unlock every bit of your leadership potential.

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