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Getting Naked: A Business Fable About Shedding The Three ...

Author, speaker and management consultant Lencioni (The Three Signs of a Miserable Job) preaches a business model that may seem antithetical to many, which he calls "getting naked": being unafraid to show vulnerability, admit ignorance, and ask the dumb questions when dealing with clients.

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Getting Naked tells the remarkable story of a management consultant who is trying desperately to merge two firms with very different approaches to serving clients. One relies on vulnerability and complete transparency; the other focuses on proving its competence

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and protecting its reputation for intellectual prowess.

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Write a review. Jan 20, 2012 Michael rated it really liked it. "Getting Naked" is a metaphor advanced in a new book by the prolific and insightful Patrick Lencioni, about how to build a culture of client service excellence by helping people shed their fears, baggage, and ego in any business for which dealing with clients is a driver of success. The book, which takes the form of an accessible if sometimes contrived first-person story, focuses on the fears that effect all of us in client ...

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When a small boutique consulting firm gets bought out by one of its biggest competitors, they teach the more senior consulting firm a lesson in how to win over clients. Using “ the naked service ” business model, they show how vulnerability and transparency are the keys to customer loyalty. In the fable, the fictional character of Jack Bauer learns how to shed the three big fears of any business, by “ getting naked, ” and becoming more real to their potential clients, instilling trust ...

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Getting Naked: A Business Fable. Getting Naked: A Business Fable. Written by: Patrick Lencioni Presented by: Susan R. Schilke Overview. Another leadership story from Pat Lencioni; Follows Jack Bauer (a different one), a management consultant, trying to learn about his former #1 competitor – now a newly acquired part of his company;

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Author, speaker and management consultant Lencioni (The Three Signs of a Miserable Job) preaches a business model that may seem antithetical to many, which he calls "getting naked": being unafraid to show vulnerability, admit ignorance, and ask the dumb questions when dealing with clients. Lencioni's central argument is that by focusing on sales, rather than communication, consultants miss the key part of their job-consulting-and therefore lose out on valuable long-term client relationships.

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Getting Naked. : Written in the same dynamic style as his previous bestsellers including The Five Dysfunctions of a Team, Lencioni illustrates the principles of inspiring client loyalty through a...

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Getting Naked tells the remarkable story of a management consultant who is trying desperately to merge two firms with very different approaches to serving clients. One relies on vulnerability and complete transparency; the other focuses on proving its competence and protecting its reputation for intellectual prowess.

Getting Naked: A Business Fable About Shedding the Three ...

The idea of “ getting naked ” is about overcoming your fears of vulnerability. Lencioni describes the three fears as 1) fear of losing the business, 2) fear of being embarrassed, and 3) fear of feeling inferior to your clients.

Getting Naked by Patrick Lencioni | Audiobook | Audible.com

Since Brené Brown ’ s powerful TED Talk in 2010, vulnerability has become an increasingly popular topic. There have been numerous leadership books, articles, and podcasts on this subject. I recently...

Another extraordinary business fable from the New York Times bestselling author Patrick Lencioni Written in the same dynamic style as his previous bestsellers including The Five Dysfunctions of a Team, Lencioni illustrates the principles of inspiring client loyalty through a fascinating business fable. He explains the theory of vulnerability in depth and presents concrete steps for putting it to work in any organization. The story follows a small consulting firm, Lighthouse Partners, which often beats out big-name competitors for top clients. One such competitor buys out Lighthouse and learns important lessons about what it means to provide value to its clients. Offers a key resource for gaining competitive advantage in tough times Shows why the quality of vulnerability is so important in business Includes ideas for inspiring customer and client loyalty Written by the highly successful consultant and business writer Patrick Lencioni This new book in the popular Lencioni series shows what it

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takes to gain a real and lasting competitive edge.

Casey McDaniel had never been so nervous in his life. In just ten minutes, The Meeting, as it would forever be known, would begin. Casey had every reason to believe that his performance over the next two hours would determine the fate of his career, his financial future, and the company he had built from scratch. “ How could my life have unraveled so quickly? ” he wondered. In his latest page-turning work of business fiction, best-selling author Patrick Lencioni provides readers with another powerful and thought-provoking book, this one centered around a cure for the most painful yet underestimated problem of modern business: bad meetings. And what he suggests is both simple and revolutionary. Casey McDaniel, the founder and CEO of Yip Software, is in the midst of a problem he created, but one he doesn ’ t know how to solve. And he doesn ’ t know where or who to turn to for advice. His staff can ’ t help him; they ’ re as dumbfounded as he is by their tortuous meetings. Then an unlikely advisor, Will Peterson, enters Casey ’ s world. When he proposes an unconventional, even radical, approach to solving the meeting problem, Casey is just desperate enough to listen. As in his other books, Lencioni provides a framework for his groundbreaking model, and makes it applicable to the real world. *Death by Meeting* is nothing short of a blueprint for leaders who want to eliminate waste and frustration among their teams, and create environments of engagement and passion.

A singularly relevant application of organizational leadership to the home and family In this unique and groundbreaking book, business consultant and New York Times best-selling author Patrick Lencioni sets his sights on the most important organization in our lives—the family. As a husband and as the father of four young boys, Lencioni realized the discrepancy between the time and energy his clients put into running their organizations and the reactive way most people run their personal lives. Having experienced the stress of a frantic family firsthand, he and his wife began applying some of the tools he uses with Fortune 500 companies at home, and with surprising results. In the book, you ’ ll learn to answer questions like: What makes my family unique? What is my family ’ s biggest priority—its rallying cry—right now? How can my family use the answers to these questions today, next week, and next year? An indispensable resource for busy professionals with full family lives, *The 3 Big Questions for a Frantic Family* belongs on the bookshelves of anyone who has ever struggled to balance leading people at work with leading a family unit.

A commemorative edition of the landmark book from Patrick Lencioni When it was published ten years ago, *The Five Temptations of a CEO* was like no other business book that came before. Highly sought-after management consultant Patrick Lencioni deftly told the tale of a young CEO who, facing his first annual board review, knows he is failing, but doesn't know why. Refreshingly original and utterly compelling, this razor-sharp novelette plus self-assessment (written to be read in one sitting) serves as a timeless and potent reminder that success as a leader can come down to practicing a few simple behaviors that are painfully difficult for each of us to master. Any executive can learn how to recognize the mistakes that leaders can make and how to avoid them. The lessons of *The Five Temptations of a CEO*, are as relevant today as ever, and this special anniversary edition celebrates ten years of inspiration and enlightenment with a brand new introduction and reflections from Lencioni on the new challenges in business and leadership that have occurred in the past ten years.

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If today you are no longer willing to settle for mediocrity in your work, relationships, and your life, this book is for you. Within these pages is the powerful secret to unlocking your fullest potential as a career person, a parent, a friend, a mate, a lover, a human being. How? Through getting naked. Getting Naked is about living life as the fullest, most authentic version of you. Its about cutting the crap--releasing the baggage that has held you hostage for so long and embracing all of you; the good parts, the bad parts, the public parts, and the shadow parts, so you can integrate them and become an even stronger force of positivity in the universe, through the secrets of honest self-disclosure. (The key is it discover where and with whom to be emotionally naked--being vulnerable does not mean being stupid and careless.) For example: Practice being emotionally naked at the right place and the right time with the right people to release your negative patterns and create a provocative catalyst for reflection. Uncover new or hidden parts of yourself that can guide you to create a more fulfilling life. Apply the tools of naked self-disclosure to all areas of your life so you can enjoy greater meaning and satisfaction. This is a book of stories, strategies, and tips, designed to overcome the negative self-narratives that obscure personal resilience and wellbeing. There comes a time when you have to defy the voices that hold you back. Getting Naked teaches you that it is your indisputable birthright to question any limitation--anything that gets in the way of your own magnificence. This book will provide you the inspiration, tools, self-discovery and support to share your naked truth and in so doing to fulfill your uniqueness every day.

In yet another page-turner, New York Times best-selling author and acclaimed management expert Patrick Lencioni addresses the costly and maddening issue of silos, the barriers that create organizational politics. Silos devastate organizations, kill productivity, push good people out the door, and jeopardize the achievement of corporate goals. As with his other books, Lencioni writes *Silos, Politics, and Turf Wars* as a fictional—but eerily realistic—story. The story is about Jude Cousins, an eager young management consultant struggling to launch his practice by solving one of the more universal and frustrating problems faced by his clients. Through trial and error, he develops a simple yet ground-breaking approach for helping them transform confusion and infighting into clarity and alignment.

A gripping tale that reveals what occupies the minds of the world's best business leaders As CEO, most everything that Rich O'Connor did had something to do with at least one of the four disciplines on his famed "yellow sheet." Some of the firm's executives joked that he was obsessed with it. Interestingly, only a handful of people knew what was on that sheet, and so it remained something of a mystery. Which was okay with Rich, because no one really needed to understand it, other than him. He certainly never suspected that it would become the blueprint of an employee's plan to destroy the firm. In this stunning follow-up to his best-selling book, *The Five Temptations of a CEO*, Patrick Lencioni offers up another leadership fable that's every bit as compelling and illuminating as its predecessor. This time, Lencioni's focus is on a leader's crucial role in building a healthy organization - an often overlooked but essential element of business life that is the linchpin of sustained success. Readers are treated to a story of corporate intrigue as Rich O'Connor, fictional CEO of technology consulting company *Telegraph Partners*, faces a leadership challenge so great that it threatens to topple his company, his career and everything he holds true about what makes a leader truly exceptional. In the story's telling, Lencioni deftly helps his readers understand the disarming simplicity and power of creating a healthy organization and reveals four key disciplines that they can follow to achieve it. In *The Four Obsessions of an Extraordinary Executive*, Lencioni delivers an utterly gripping tale with a powerful and memorable

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message for all who strive to be remarkable leaders.

In his classic book, *The Five Dysfunctions of a Team*, Patrick Lencioni laid out a groundbreaking approach for tackling the perilous group behaviors that destroy teamwork. Here he turns his focus to the individual, revealing the three indispensable virtues of an ideal team player. In *The Ideal Team Player*, Lencioni tells the story of Jeff Shanley, a leader desperate to save his uncle 's company by restoring its cultural commitment to teamwork. Jeff must crack the code on the virtues that real team players possess, and then build a culture of hiring and development around those virtues. Beyond the fable, Lencioni presents a practical framework and actionable tools for identifying, hiring, and developing ideal team players. Whether you ' re a leader trying to create a culture around teamwork, a staffing professional looking to hire real team players, or a team player wanting to improve yourself, this book will prove to be as useful as it is compelling.

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