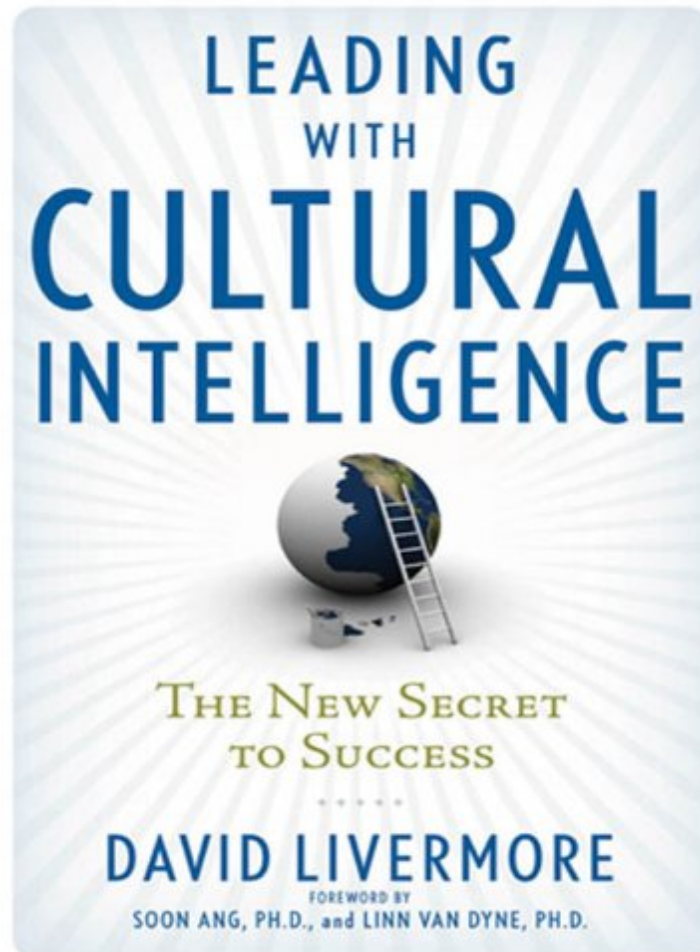


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Leading with Cultural Intelligence: The New Secret to Success

David LIVERMORE

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David LIVERMORE : Leading with Cultural Intelligence: The New Secret to Success before purchasing it in order to gauge whether or not it would be worth my time, and all praised *Leading with Cultural Intelligence: The New Secret to Success*:

1 of 1 people found the following review helpful. Get your CI on! By Steve Gladis Many cultural literacy books provide lists of do's and don'ts. Such books are prescriptive—often at the granular level. However, international commerce often involves touching multiple countries in a given assignment. So, the author has designed a guide that can be applied across many countries, without requiring an encyclopedic memory. Author David Livermore—with considerable help from two respected academics—Soon Ang and Linn Van Dyne—has developed a four-step CQ process to help leaders adapt to foreign assignments. The four capabilities of culturally intelligent leaders follow: CQ Drive (motivation), CQ Knowledge, CQ Strategy (metacognition), and CQ Action (behavioral). He explains each step using personal stories, stats, and concepts to frame them for the reader. 17 of

17 people found the following review helpful. *An Essential Guide for Navigating Global Business Relationships* By Andres T. Tapia To succeed in today's highly complex global business environment requires much more than meets the eye. Yes, it helps to know the local language or whether to kiss, bow, or shake hands. *Kiss, Bow, or Shake Hands (The Bestselling Guide to Doing Business in More than 60 Countries)* But as David Livermore, Ph.D., explains in his lively "Leading with Cultural Intelligence" this is just the tip of the iceberg of what is required. What he offers is a practical, deeply-researched framework for managing the rest of the iceberg, the majority of which lies below the waterline. It's the part that most business people overlook -- that invisible part that sinks ships and sinks relationships. Dr. Livermore not only is academically grounded but personally experienced in the science and art of choreographing and improvising crosscultural relationships. He has done consulting and training with leaders in 75 countries across the Americas, Africa, Asia, Australia, and Europe and his book is chock full of stories from those experiences as he uses them -- with candor and humor -- to add color commentary to the four-dimensional cultural intelligence (CQ) model he presents. Any organizational or functional leader, manager, or entrepreneur thinking about or already doing business globally needs to pack this book along with their *Ambien*, *Berlitz* phrase book, and PDA. 1 of 1 people found the following review helpful. *An Approachable Introduction, Not Just for Leaders* By Allen Hamlin This is a solid book on the topic of cultural intelligence. While not ground-breaking for those that have read other works on this topic, it is a highly readable introduction to various aspects of "CQ". Dr Livermore is an excellent communicator (I've heard him speak) and has a well-researched perspective on the value of cultural intelligence as it contributes to effective cooperation and communication. Despite using the word "Leading" in the title, this book would be appropriate for anyone, with or without a leadership title/function. There is relatively little content that really focuses on leadership; rather, the principles are broadly applicable to everyone that engages with someone else from a different culture (or subculture). If you haven't yet encountered cultural intelligence, this book would be a valuable primer for you.

Why are some leaders able to create trust and negotiate contracts with Chinese, Latin Americans, and Germans all in the same day, while others are barely able to manage the diversity in their own offices? The answer lies in their cultural intelligence, or CQ. Packed with practical tools, research, and case studies, *Leading with Cultural Intelligence* breaks new ground, offering today's global workforce a specific, four-step model to becoming more adept at managing across cultures: Drive -- show the interest and confidence to adapt cross-culturally Knowledge -- understand how differences such as religion, family, education, legal, and economic influences affect the way people think and behave Strategy -- monitor, analyze, and adjust plans in unfamiliar cultural setting Action -- choose the right verbal and nonverbal behaviors, depending on context Practical and insightful, this indispensable guide shows leaders how to connect across any cultural divide, including national, ethnic, and organizational cultures.