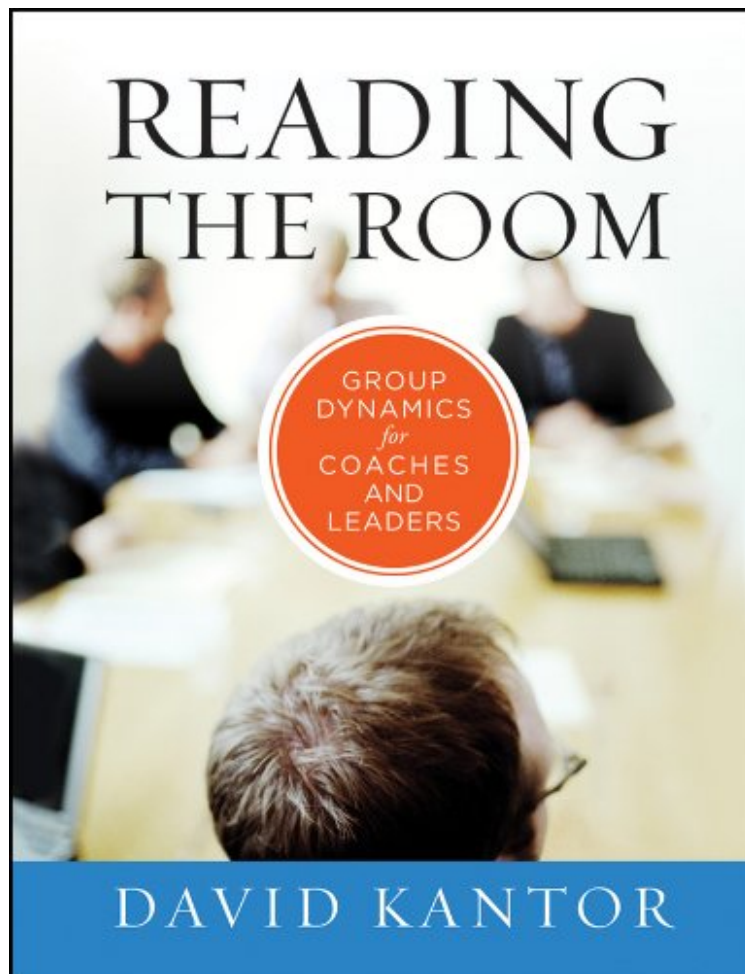


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## Reading the Room: Group Dynamics for Coaches and Leaders (The Jossey-Bass Business Management Series)

David Kantor

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**David Kantor : Reading the Room: Group Dynamics for Coaches and Leaders (The Jossey-Bass Business Management Series)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Reading the Room: Group Dynamics for Coaches and Leaders (The Jossey-Bass Business Management Series):

1 of 2 people found the following review helpful. Invaluable help for leaders and individuals in professional and interpersonal settings By Alan Daigneault I've been fortunate to know David Kantor for 15 years and have benefitted greatly from his wisdom and theoretical genius in group and individual settings. And while theory is a necessity for serious learners, it's in practice that his work truly shines. Reading the Room rightly (in my view) focuses on the structures and real dynamics of whole and imperfect humans as they face everyday encounters as well as high stakes (for them) dilemmas. Digging into this work means one is committed to knowing the difference between quick fixes

(so called) and developing a leadership sensibility and orientation that is more sustainable and effective over time. Awareness, it turns out, is only partially curative. It takes paying attention, practice, reflection, and putting your head AND heart on the line to become a truly present and coherent leader and this work leads the way in service of those aims. David's work in *Reading the Room* provides an invaluable base of clear theory with practical examples that together can help individuals and groups in any context, work or personal, become more authentic and connected to the true forces that enable positive change to happen. 4 of 5 people found the following review helpful. Price too high for content. By get\_real Another unique interesting way to categorize people's various traits on scales between strength and weakness, or the good side and the dark side as defined within. Writing more tactical anecdotes that show how the different character types can optimize their responses to one another when in crisis would make this book worth the \$27 invested. 3 of 4 people found the following review helpful. Required reading for anyone that. By Michael Moorhouse I started reading this book at the recommendation of a friend, it is well worth the effort it takes to read the entire book. It provides a keen insight to the way we operate in group relationships, whether those are business, family or friends. I found myself reliving past interactions and finding additional insight on what drive individuals and eventually the outcomes.

Praise for *Reading the Room* "If you believe, as I do, that tackling our toughest problems in organizations and societies will require significant advances in the human domain of how we think and interact, then you will find this book a wonderful resource for a healthier future." —Peter Senge, senior lecturer, leadership and sustainability, MIT Sloan School of Management; and founding chair, Society for Organizational Learning (SoL) "A must-read for anyone truly interested in gaining access to and managing their own actions/behavior as well as all those we work with, live with, and interact with. It will shift the way you, others, and the world occur for you." —Michael C. Jensen, Jesse Isidor Straus Professor of Business Administration, emeritus, Harvard Business School "David Kantor is one of the very few master innovators and theorists in organizational leadership. In this combined story and practice guide, Kantor helps leaders see the hidden dynamics of the groups they lead, and the personal and social factors that shape their relationships with those groups." —Art Kleiner, editor in chief, *strategy+business* "Kantor addresses the fundamental issue that leaders are surprisingly inept in conversation and in managing groups. Leaders and managers at all levels should be learning these concepts in order to improve their own ability to analyze what is going on and react appropriately." —Edgar H. Schein, professor emeritus, MIT Sloan School of Management; and author, *Helping: How to Offer, Give, and Receive Help* "An exceptional book in the true sense of the word. It stands alone in its grasp of what it takes to succeed as a leader. It's not simply about mastering the five forces, milking cash cows, accelerating experience curves, or even spurring disruptive innovation. It's about reading the room. Leaders who gain mastery of what David Kantor has to teach in this book will achieve true success, not just as leaders, but as people." —Diana M. Smith, chief executive partner, New Profit Inc.; and author, *The Elephant in the Room: How Relationships Make or Break the Success of Leaders and Organizations* "There are only a few wise masters in the world when it comes to any real understanding of leadership, and even fewer who share their secrets. David Kantor is one of them, and in *Reading the Room* we have brilliantly laid out before us both a unique lens and a highly practical method that will change for good the way you lead, and more, the way you think. Not to be missed!" —William Isaacs, author, *Dialogue and the Art of Thinking Together*; and senior lecturer, MIT Sloan School of Management

From the Inside Flap In *Reading the Room*, renowned systems psychologist and family therapist David Kantor applies his theory of structural dynamics to help leaders and coaches understand and improve communication within their teams. He helps readers understand how and why they and their teams communicate differently when faced with low-stakes or high-stakes situations, and he provides a framework to help improve leadership behavior in high-stakes situations. Acknowledging that early personal history and adult relationships have an impact on individual leadership and communication, the author discusses how leaders' awareness of their personal histories can help them become more effective in their leadership teams. Armed with the information outlined in this groundbreaking book, coaches and leaders will be able to: intervene effectively to produce positive change in both the group's dynamics and its outcomes, help people in the room alter their behavior to better reach their aspirations, identify the recurring sequences of behavior taking place in a group, understand why differing individual preferences for boundaries and rules affect their conversation, and much more. Written to help readers understand the reasons why leaders and teams get along — or don't — when they communicate in a group, this book will serve as the leader's "go-to" resource for insight and perspective in leading their team. About the Author David Kantor, Ph.D., is a systems psychologist, organizational consultant, and clinical researcher. Kantor was formerly the head of Monitor Kantor Enterprises (MKE), a business unit of Monitor Group. Kantor has been a professor at Harvard University, Harvard University Medical School, and Tufts University Medical School. He also founded and served as director of the Kantor Family Institute, a postgraduate training center in Boston, and The Kantor Institute, a training center for consultants, coaches, and leaders.