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Multipliers, authors Liz  
Wiseman with Greg  
McKeown explore the  
roots and applications of  
effective, inspiring  
leadership. For  
Wiseman, leaders can  
be broadly classified as  
either Multipliers or  
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the Multipliers cited in the Appendix, along with information on the research), this fascinating book begins by describing the Multiplier effect, continues with 5 chapters contrasting Multipliers with Diminishers: Talent ...

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intelligence, energy, and capability from the people around them and always needs to be the smartest person in the room. These are the idea killers, the energy sappers, the diminishers of talent and commitment. On the other side of the spectrum are leaders who use their intelligence to amplify

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the smarts and capabilities of the people around them. When these leaders walk into a room, light bulbs go off over people's heads; ideas flow and problems get solved. These are the leaders who inspire employees to stretch themselves to deliver results that surpass expectations. These are

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positive and profitable effect on organizations—getting more done with fewer resources, developing and attracting talent, and cultivating new ideas and energy to drive organizational change and innovation. In analyzing data from more than 150 leaders, Wiseman has identified five disciplines that

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distinguish Multipliers  
from Diminishers.

These five disciplines  
are not based on innate  
talent; indeed, they are  
skills and practices that  
everyone can learn to  
use—even lifelong and  
recalcitrant Diminishers.

Lively, real-world case  
studies and practical tips  
and techniques bring to  
life each of these  
principles, showing you



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how to become a  
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experienced manager.  
This revered classic has  
been updated with new  
examples of Multipliers,  
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chapters one on  
accidental Diminishers,  
and one on how to deal  
with Diminishers. Just  
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accomplish if you could

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commitment. On the other side of the spectrum are leaders who use their intelligence to amplify the smarts and capabilities of the people around them.

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and innovation. In analyzing data from more than 150 leaders, Wiseman has identified five disciplines that distinguish Multipliers from Diminishers.

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This revered classic has been updated with new examples of Multipliers, as well as two new chapters one on



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exploration of why some leaders (“Diminishers”) drain capability and intelligence from their teams, while others (“Multipliers”) amplify it to produce better results. Including a foreword by Stephen R. Covey, as well the five key disciplines that turn smart leaders into genius makers,

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When you become a Multiplier, your whole team succeeds! Why do some leaders double their team's effectiveness, while others seem to drain the energy right out of the room? Using insights

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100 interviews with  
school leaders, this book  
pinpoints the five  
disciplines that define  
how Multipliers bring  
out the best across their  
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these disciplines, you'll  
learn how to: Attract top  
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Will a young,  
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company or me? How  
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answer is to stay fresh,  
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Transform adversaries into allies. Whether you're a frontline leader or a member of the C-suite, leading people is critical to your career success. Drop the "There's no good people out there" excuse and become The Force Multiplier.

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influential decisions  
under pressure and  
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first type drain  
intelligence, energy, and  
capability from the ones

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around them and always need to be the smartest ones in the room. These are the idea killers, the energy sappers, the diminishers of talent and commitment. On the other side of the spectrum are leaders who use their intelligence to amplify the smarts and capabilities of the people around them.

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disciplines that  
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talent; indeed, they are  
skills and practices that  
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use—even lifelong and  
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studies and practical tips  
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life each of these

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principles, showing you how to become a Multiplier too, whether you are a new or an experienced manager.

Just imagine what you could accomplish if you could harness all the energy and intelligence around you. Multipliers will show you how.

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challenging directly,  
about soliciting  
criticism to improve  
your leadership and also  
providing guidance that  
helps others grow. It  
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criticism—to help you  
love your work and the  
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Compassionate Candor

2. Build a cohesive team

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