



# Leadership Conversations: Challenging High Potential Managers to Become Great Leaders

*Alan S. Berson, Richard G. Stieglitz*

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**Conversation techniques and tools that can help strong managers become great leaders**

Often the very same skills and traits that enable rising stars to achieve success "tenacity, aggressiveness, self-confidence" become liabilities when promoted into a leadership track. While managers' conversations are generally transactional and centered on the task at hand, leaders must focus on people, asking great questions and aligning them with the vision for the future. Leadership mindsets and skills can be developed, and *Leadership Conversations* provides practical guidance for connecting with others in ways that transform each interaction into an opportunity for organizational and personal growth.

- Identifies four types of conversation every leader must master: building relationships, making decisions, taking action, and developing others
- Provides an action plan for boosting your personal leadership potential, as well for developing leadership skills in others
- Draws on the authors' rich experience coaching and working with leaders at a wide range of organizations, including NASA, the U.S. Navy, intelligence agencies, Boeing, Gillette, Bausch & Lomb, and Georgetown University

*Leadership Conversations* is required reading for both high-potential managers looking to make it to the next level and leaders looking to develop their people.

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