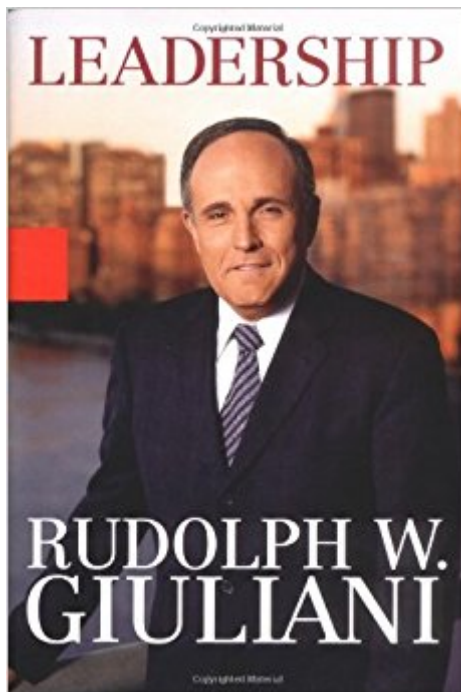


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# Leadership



## Synopsis

Rudolph Giuliani demonstrates how the leadership skills he practices can be employed successfully by anyone who has to run anything. Opens with a gripping account of Giuliani's immediate reaction to the September 11 attacks, including a narrow escape from the original crisis command headquarters, and closes with the efforts to address the aftermath during his remaining tenure.

## Book Information

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## Customer Reviews

This highly anticipated book from New York's once controversial, now beloved former mayor opens with a gripping account of Giuliani's immediate reaction to the September 11 attacks, including a narrow escape from the original crisis command headquarters, and closes with the efforts to address the aftermath during his remaining four months in office. But, he argues, he did not suddenly become a great leader on September 11, and "had been doing [my] best to take on challenges my whole career." The bulk of the book draws on his experiences as a corporate lawyer and U.S. attorney and then as mayor. The leadership principles he champions preparation, accountability and strong self-definition chief among them come as no surprise, but the stories he uses as examples are filled with vivid scenes and organized with a veteran trial lawyer's flair for maximum effect. Apart from a few childhood anecdotes, he shies away from his personal life and recalls his abandoned Senate campaign against Hillary Clinton only as one factor in his decisions about dealing with prostate cancer. Throughout, he displays the hands-on management that marked his administration, including his willingness to respond swiftly and in person to crises, to prove that

he could be relied on when the city needed him most. While some critics found his style too aggressive, he has an effective counterargument: "Before September 11, there were those who said we were being overly concerned [about security]," he observes. "We didn't hear that afterwards..," he observes. "We didn't hear that afterwards." Copyright 2002 Reed Business Information, Inc.

"An entertaining read...marked by an obvious passion for the city he led." -- Business Week  
"Effective management advice from the master. Giuliani shows again why his admirers number in the millions." -- People  
"Leadership shines...There is a useful lesson here." -- Financial Times (London)  
"Lively yet practical...crisp and authoritative." -- Bookpage  
"The level of devotion to his job comes through on every page." -- The Palm Beach Post  
"Written with the bluntness and unsentimental bravado that people have come to expect from the former mayor of New York." -- Atlanta Journal-Constitution

Rudolph Giuliani's "Leadership" is a useful study of some of the things that made his mayoralty a success in New York City (success in that he attacked problems as he defined them and generally produced outcomes he sought). This book is not to be dismissed because it is written by a politician and would-be president. Giuliani does an excellent job of chronicling the "how" of how he did his job. The book is written in clear language, is direct, and is loaded with examples from his administration. I use this book to teach a course on politics and this serves my purposes well as a series of case studies. Very critical to this book's utility is Giuliani's discussion of management and personnel practices. His chronicling of morning meetings with senior staff shows excellent examples of how to conduct efficient and meaningful meetings as well as how to control large organizations through subordinates. A frequent topic of the book is the new approach to policing and crimefighting his administration undertook. While controversial to some, it can be argued that statistics portray a successful initiative. His policing model introduces discussions of data acquisition and management, personnel and accountability as well as communication and feedback loops that are useful to those who seek how to implement new strategies that represent departures from business as it has been done. The author also discusses many other aspects of leadership such as time management, "showing-up" as the leader, and communication. This book contains valuable lessons for any student of leadership.

I've read this book before, the result of a random purchase, but bought it again as in different continent (cheaper than getting sent from home) for a university assignment...Without any other

knowledge on what happened during Rudi Giuliani's term as New York City Mayor, this book provides a pretty good read and insight into the practical application of what stands as really solid techniques to good management and leadership. Worth the read in that respect. However, with alternative knowledge on what happened during his term, especially his handling of 9/11 (prior and during), this book ignores serious errors of judgement on his part which really undermine all of what Giuliani talks about. Yes, get all the small details right - those that affect how your staff relate to you in good times; but also make sure of getting the big things right - those you will be remembered for in your legacy. A good book, but don't take what's written as absolute gospel.

Good Man! Looking forward to reading this!

Forget about politics. Forget about extreme Muslims. Forget about Republican or Democrat. Forget about Giuliani's personal life. Just forget about it. This book is about the defining moments of 9/11 and the leadership it needed in order not to descend into chaos. This man has put his heart and soul into this event and showed great leadership you can learn from. The writings in 'Leadership' give you great insight into the situation of the event and dealings of the mayor. Courage as well as leadership prevail in keeping the objective of his mission close. Information is critical when chaos is lurking around the corner. Sleep can be denied. Being European I'm not biased in my judgement of the person or politician Giuliani. When you read this book about mayor Giuliani there's a lot you can learn from.

I am a proponent of Mr. Giuliani and I think this is a good book. There is a multitude of interesting information here. What you get from this book is all up to what you're looking for. Having a foundation to understanding the skills of leadership is key to any profession. If this is what your looking for, this book will help. Just take the time to understand not only the printed words, but the meaning of what's between the lines as well.

I bought this book for a class - it was part of the reading list. The book starts off decently with valuable lessons about leadership, but quickly turns in to a self-reflection on how great Giuliani thinks he is as a leader. In light of recent events and demonstrations of character/leadership, I cannot in good conscience give this book higher than one star. Even if you're a big fan of him personally, the writing just isn't there.

Rudy Giuliani turned New York City around and acted decisively during and after the 9/11 attack. He describes this with no false modesty, nor any kind at all. As far as a leadership book, he discusses HIS leadership, but the applicability of his beliefs("Be your own man", "Everyone is responsible all of the time") is dubious if you don't face precisely the same kind of challenges he did. If you want to delve into the mind and actions of a man in charge of a great city, this is a good book to read or listen to. But it is not a leadership guide. It probably should have been titled something like "The Way I Led New York", not "Leadership" although the latter probably allowed for a better marketing campaign.

I am not a New Yorker, but I greatly admire Rudy Giuliani and this book confirmed my opinion of him. He was a great mayor, with tremendous courage and character. I have read some reviews on this site that claim he was not the greatest mayor that people thought he was. I see him as a great man, who like each of us, is not a perfect man.

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