

## New Features in ***Level Three Leadership Fourth Edition***

***Level Three Leadership 4e*** prepares students and practicing managers to understand and apply principles of effective leadership. The leadership model, related concepts and the workbook self assessment exercises presented here have been used successfully worldwide in the U.S., Brazil, Central America, Japan, Africa, Europe, and the Middle East. Readers will be challenged, for example, with “the number one question in life,” developing a “leadership point of view,” learning to live more “inside-out,” and creating strategic charters for their organizations, work groups, and selves.

***New to This Edition:*** Every chapter now includes short caselets for class discussion. There are eight new chapters as listed below.

“Innovation and Leadership” explores principles of personal creativity and business innovation.

“The Global Leader” describes what it takes to succeed in a global business environment.

“The Appeal of Level One Leadership” describes the common and unfortunately superficial leadership style that affects only visible behavior.

“The Limits of Level Two Leadership” explains the limits of the use of rationality, logic, and data in leading others.

“The Focus and Impact of Level Three Leadership” shows why Level Three Leadership has a deeper and more long-lasting impact on followers.

“The Language of Leadership” introduces four key characteristics of effective leadership language: clarity, memorability, authenticity and respect for the audience.

“Buy-In” describes seven levels of responses leaders might get as they attempt to influence others and how to get more rather than less energy from their followers and employees.

“HRM Systems” lays out six essential elements in managing people that every organization must attend to in order to succeed.

Revisions in most other chapters update concepts, references and recent research findings.

**The instructor’s manual also includes complete teaching plans for all 25 chapters, slides for showing in class (available on-line at Prentice-Hall CourseSmart site, Lecture Notes and Exam Items.**