



Positive Intelligence: Why Only 20% of Teams and Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS

By Shirzad Chamine

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Positive Intelligence: Why Only 20% of Teams and Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS By Shirzad Chamine

New York Times Bestseller! In his popular Stanford University lectures, Shirzad Chamine reveals how to achieve one's true potential for both professional success and personal fulfillment. His groundbreaking research exposes ten well-disguised mental Saboteurs. Nearly 95 percent of the executives in his Stanford lectures conclude that these Saboteurs cause "significant harm" to achieving their full potential. With Positive Intelligence, you can learn the secret to defeating these internal foes.

Positive Intelligence (PQ) measures the percentage of time your mind is serving you as opposed to sabotaging you. While your IQ and EQ (emotional intelligence) contribute to your maximum potential, it is your PQ that determines how much of that potential you actually achieve.

The great news is that you can improve your PQ significantly in as little as 21 days. With higher PQ, teams and professionals ranging from leaders to salespeople perform 30-35 percent better on average. Importantly, they also report being far happier and less stressed.

The breakthrough tools and techniques in this book have been refined over years of coaching hundreds of CEOs and their executive teams. Shirzad tells many of their remarkable stories, showing you how you too can take concrete steps to unleash the vast, untapped powers of your mind.

DISCOVER HOW TO:

- * **Identify and conquer** your top mental Saboteurs. Common Saboteurs include the Judge, Controller, Victim, Avoider, and Pleaser.
- * **Measure** the Positive Intelligence score (PQ) for yourself or your team--see how close you come to the critical tipping point required for peak performance.
- * **Increase PQ** dramatically in as little as 21 days.

* **Develop** new brain "muscles," and access 5 untapped powers with energizing mental "power games."

* **Apply** PQ tools and techniques to increase both performance and fulfillment. Applications include team building, mastering workload, working with "difficult" people, improving work/life balance, reducing stress, and selling and persuading.

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Editorial Review

Review

“Positive Intelligence can change your life and transform your business. A real game-changer.”

—James D. White, Chairman and CEO, Jamba Juice

“Positive Intelligence ranks in the top three most influential business books I have ever read. If I could give only one book to the thousands of team members in my organization to enhance their performance, it would be this book.”

—Lisa Stevens, Region President, Wells Fargo Bank

“I’ve worked closely with Shirzad and experienced him walking the PQ walk. Most change initiatives fizzle because of our mental “Saboteurs.” Shirzad gives us the tools to conquer them and create positive change that lasts. This is a must-read for any individual or team serious about unleashing peak performance.”

---Dean Morton, former COO, Hewlett-Packard (HP)

“Shirzad delivers a simple, doable, groundbreaking set of exercises that can help you develop your ‘performance’ muscles, increase your PQ score, and gain access to previously untapped mental resources. Working out was never so rewarding or so much fun! So if you’re ready to get even better, get this book—today.”

—Marshall Goldsmith, New York Times bestselling author, *Mojo* and *What Got You Here Won't Get You There*

“Developing a personal leadership model is one of the most practical, energy-saving, and stress-reducing things that anyone can do for themselves. Leaders at every level can use the PQ approach to get, and stay, on a more ‘winning’ trajectory. This is such a usable, lively, and compelling book.”

—Douglas R. Conant, former CEO, Campbell Soup Company, and New York Times bestselling author

“I have worked with Shirzad personally and seen him work with many other Presidents and CEOs. His impact is often game-changing for a team and life-changing for the individuals. Positive Intelligence is a must-have for anyone who leads or coaches a team.”

—Jed York, President and CEO, San Francisco 49ers

“The PQ model provides a solid basis for bringing meaning and significant change to one's life. If you want to create major positive change in yourself, your team, or loved ones, read this book.”

—Crittenden E. Brookes, MD, PhD, Stanford University, and Distinguished Life Fellow, American Psychiatric Association

“Working with Shirzad has had a profound impact on me. The tools and techniques to raise PQ are simple, concrete and pragmatic, yet incredibly effective. They help me remain focused on what truly matters and grounded amidst the swirl of daily life. This book is a gift. Make sure you share it.

--Jim Lanzone, President, CBS Interactive (CBS Corporation)

About the Author

New York Times Bestselling author Shirzad Chamine is Chairman Emeritus and former CEO of the largest

coach-training organization in the world, having trained coaches and managers in most of the Fortune 500 companies, as well as faculty at Stanford and Yale business schools. A preeminent C-suite advisor, Shirzad has coached hundreds of CEOs and their executive teams. Prior to running CTI, he was the CEO of an enterprise software company. His background includes PhD studies in neuroscience in addition to a BA in psychology, an MS in electrical engineering, and an MBA from Stanford, where he lectures.

Users Review

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Cameron Keller:

The book Positive Intelligence: Why Only 20% of Teams and Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS has a lot of knowledge on it. So when you make sure to read this book you can get a lot of profit. The book was compiled by the very famous author. The writer makes some research just before write this book. This book very easy to read you can obtain the point easily after scanning this book.

Kate Word:

The reason? Because this Positive Intelligence: Why Only 20% of Teams and Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS is an unordinary book that the inside of the guide waiting for you to snap the item but latter it will shock you with the secret this inside. Reading this book beside it was fantastic author who write the book in such wonderful way makes the content inside of easier to understand, entertaining method but still convey the meaning completely. So , it is good for you for not hesitating having this ever again or you going to regret it. This amazing book will give you a lot of rewards than the other book have such as help improving your proficiency and your critical thinking way. So , still want to hold off having that book? If I were being you I will go to the book store hurriedly.

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