

BUSINESS MANAGEMENT & LEADERSHIP

A Focus On Senior Leaders in this Second Installment in the People-First™ Leadership Series

Unite!

The 4 Mindset Shifts for Senior Leaders

SAL SILVESTER

From Executive Coach and writer Sal Silvester, the author of *Ignite! The 4 Essential Rules for Emerging Leaders*, this follow-up book builds upon the 4 Essential Rules to provide a path for seasoned managers to successfully make the transition into senior leadership.

The challenges senior leaders face are more complex and chaotic than at the emerging leader level. And, like it or not, most senior leaders typically get their job because of their technical skills, but ultimately it is their ability to be self-aware and understand their impact on others that makes them successful.

In *Unite! The 4 Mindset Shifts for Senior Leaders*, the second installment in the People-First™ Leadership series, Sal Silvester illustrates the pitfalls and possibilities of navigating the transition into senior leadership. He proves success at the senior leader level is less about skillset and more about mindset, and the appropriate behaviors that follow. Whether preparing for future roles or looking for additional tools to be a more effective senior leader, readers will come away understanding the beliefs and assumptions about themselves and others that drive current behaviors, and where those current beliefs are outdated, overused, and limiting success. Combining the power of a learning parable with the Unite! Leadership Model™, Sal provides simple guidelines for senior leaders to balance both results and relationships and ultimately unite the people around them.

Reviews

"Unite! Continues the journey that Sal Silvester took leaders on with Ignite! and helps shift their mindset to balance both results and relationships. A must read." – Marshall Goldsmith, The Thinkers 50 #1 Leadership Thinker in the World

"To be successful at senior levels, leaders have to learn how to effectively work with peers who may have competing priorities. Unite! provides a roadmap to navigate this and other complexities through your own shift in mindset." Bryan Timm, President and COO, Columbia Sportswear Company



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About the Author

Sal Silvester is a top expert of leadership transformations across organizations and throughout careers. As an Executive Coach and author, Sal draws on his years of experience as a veteran Army officer, Accenture executive, and founder of 5.12 Solutions and Coachmetrix to affect positive leadership behavior change that extends beyond the conference table to the kitchen table. He is a leadership thinker and blogger, and author of *Ignite! The 4 Essential Rules for Emerging Leaders* that reached #1 on Amazon's Movers & Shakers list, followed by *Unite! The 4 Mindset Shifts for Senior Leaders*, and a forthcoming collaboration with Marshall Goldsmith entitled *Stakeholder Centered Coaching*. Sal is an avid rock climber and mountain biker, and has competed in six marathons and is an Ironman Triathlon finisher. He's active with Rocky Mountain Rescue, a nationally recognized search and rescue team based in Boulder, Colorado where he lives with his wife and two sons.