



Eliciting Excellence: Bringing Out the Best in People

Michael Beck

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Eliciting excellence is the essence of exceptional leadership. Everyone accepts that good leadership is important, but rarely is the question raised as to why and how good leadership makes a difference. Although developing good strategies and making smart decisions are important, bringing out the best in people is the most important ability a leader needs in order to produce great results.

In Eliciting Excellence, Michael Beck explains why bringing out the best in people matters and shares with the reader how to do just that. Beck elaborates on 15 competencies which pertain to:

- How We Act (Self) - How well we conduct ourselves
- How We Interact (Team) - How well we relate to people
- How We Guide (Organization) - How well we guide the organization

He shows us why each competency matters and follows with practical suggestions on how to improve our ability in each one.

Eliciting Excellence will change how you think about leadership, help you bring out the best in those around you, and transform the results of your team and your organization.

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