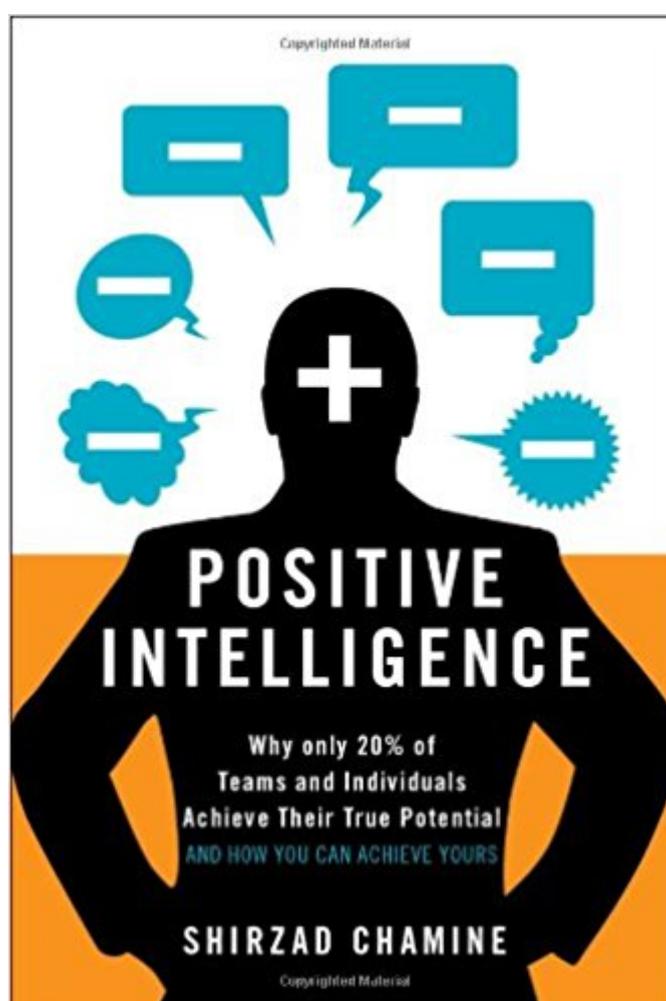


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# Positive Intelligence: Why Only 20% Of Teams And Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS



## Synopsis

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.

## Book Information

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## Customer Reviews

"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, 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)

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.

A very good book, easy to read. It does what it says it does and it does it well, while remaining easily accessible and, most of all, fun to read. I really enjoyed myself reading it. I hesitated a bit to buy it after reading some of the bad reviews, but after reading it I can only believe that these reviewers did not read it to the end. So here is my (Hyper-)rational meaning about it: What it does for you:- it shows you by which mechanisms your brain tries to protect itself even when it is not necessary, as a result limiting you both in your work and in your everyday life.- it gives you easy, quick and fun techniques to help you reverse that tendency, by getting more conscious of these defense mechanisms. That way they can still defend you when necessary, but they don't get in the way when you need to move forward.- it opens a window to your "feelings" in a no "touchy-feely" approach. Even if you are a very down to earth kind of person (which I am), you should not feel uncomfortable there.- it explains you the fundamentals of the science behind these techniques, and it gives you the references of the books and researches it is based on. That way you do not need to get a Masters degree in cognitive sciences to benefit from this book (but you can get started if you want :). What it does not do for you:- as already mentioned, it is not a complete science compendium. Do not expect hardcore science. Indeed, the author is quite clear as to when his words are the standard in the fields, and to when he is using his own words to summarize something more complex (and then he gives you the references you need to get more details if you want). NOTE: this aspect was at the core of all the bad reviews I read about this book. The tone was like > "it just says the same usual stuff, just with other words". Yes and I loved it. Because that way it speaks my language and the whole thing makes much more sense than a very complex scientific

language or a hippie flower power approach (no judgement there, it is not just my preference) > "this or that book explains all that so much better and in more details". True, and the author explicitly explains that it was on purpose he kept it simple. Several of these books that are so much better are indeed referred to, and their contribution acknowledged. > "he's just trying to sell books". Of course he wants to sell books. He's obviously good at what he does so why should he not make money with it? > "it's not a book about work environment, it is a book on self-improvement". Well it is both. It can be useful on a strictly personal level, but almost all examples are work related. Even the ones on a personal level becomes personal only after deviating from an originally professional situation. Indeed if you only want a self-improvement book, you may find that it sounds too professional (seems that we are never happy anyways? What a coincidence! it's precisely what the book is about :-)- it does not go into deep psychological analyses of the feelings it mentions. The feelings involved are described in just enough details to understand the process, to relate to the description (see warning below) and to be able to practice the proposed technique.- it does not condemn you to a hard and long process if you want to follow its advice. Indeed, you will probably find out that if you just follow your usual habits with a bit more attention to what you are doing, you are already practicing the proposed techniques.- it does not solve the problem (if you have one) for you either. Just reading the book passively out of curiosity will sure teach you something, but it won't change your life. Reading actively is still necessary. Now a warning: you will probably feel that the book was written just for you. I am generally quite active, confident, and in touch with my feelings, good or bad, without letting them paralyze me or blind me (okay: not too much). My score to the positive intelligence test before reading the book was not bad at all, although still with room for improvement. Still many of the examples of "bad" reactions to the environment sounded terribly familiar. And I mean: terribly familiar, some examples could have been written about me!! My point is, I would bet you will feel the same. So read it with an open mind, when you feel he's talking about you embrace it, play with it, and turn it into your advantage. You never get too many of these.

I've never written a book review ever....but this book has changed my life, I've been recommending it to everyone, and I only just got it 1.5 months ago. I don't see this as a "work/business" book, this is about life, ourselves, our minds, our growth, and relationships with others. I don't want to write a long rambling review, so just buy it and believe me when I say it's amazing. I also love the audiobook (audible) Dr. Charmine is the narrator and it really works well coming from him. I listen to it everyday instead of the news now. Yes, I like it that much. I've known/studied and attempted to practice mindful mediation for years, but this just HIT HOME. He just lays it out the right way that

really makes sense to us busy modern day working folk.

This book has disguised meditation and redressed it in business attire. Chamine has skillfully introduced meditation without mentioning the word one time. This is a fantastic way to introduce it to people who are closed off to what it can do for their lives due to religious blocks or other types of ignorance. It keeps the religious and new age lingo out of the equation and just focuses on the mental weight lifting that is necessary for a successful and happy life. It really is a wonderful manual and gives many practical exercises on how to control your mind to help you improve your life and increase your career successes.

What a clever book! I have been goaded by my life coach to name my "inner critic" (as he calls it) for years, to no avail. The concept of an inner judge being able to be externalized just never connected for me...until this book. Now, I catch "the Right Honourable ..." doing his thing almost hourly. What an interesting insight - and so clearly described. Well done, Mr Chamine. I can already feel fresh air seeping into my mind.

Overall it is a good book. The information provided is valuable and actionable. Part IV is the core for practical use but I found it short, I expected a little more techniques. I had the feeling that the author repeated himself a little too much in the rest of the book. Having said that, my expectations have been more focused on applicable techniques, otherwise all the knowledge shared is summarized to an understandable depth.

As the writer says, changing your life is only 20% know-how, the other 80% is DOING it. It's like reading about exercising versus doing the exercise. The book is a great guide for making the process of becoming more positive much easier and fact based (rather than fluffy affirmations, etc.) He prescribes a specific daily regimen to help physically make the parts of your brain that are responsible for positivity stronger, and slowly decrease the strength of the negative parts of your brain. Only buy it if you are serious about spending at least 30 days REALLY focusing on this (but only for a few minutes a day throughout the day). If you want a quick feel good book, go watch tv. :-)

This is an excellent book about science behind our thought processing. Brain is a powerful tool and if you don't realise that you are playing at disadvantage. Yes you can achieve your goals without this book, but what if you want to eliminate all the obstacles that you find along the way much faster

than you can imagine? And what if you enjoy dealing with them? Now wouldn't that be excellent. So that is why I have given this book top rating, because it can speed up your success tremendously. Most people go out and (if they ever) achieve their goal and then they are happy (but for how long), and with this book you will go and happily achieve your goals. Now that is such a big shift in your life that denying it would be a suicide, or as he says it a sabotage. So if you don't like psychology that this book is just for you. It is entirely based on pure logic and science. But what is life without a little Faith?

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