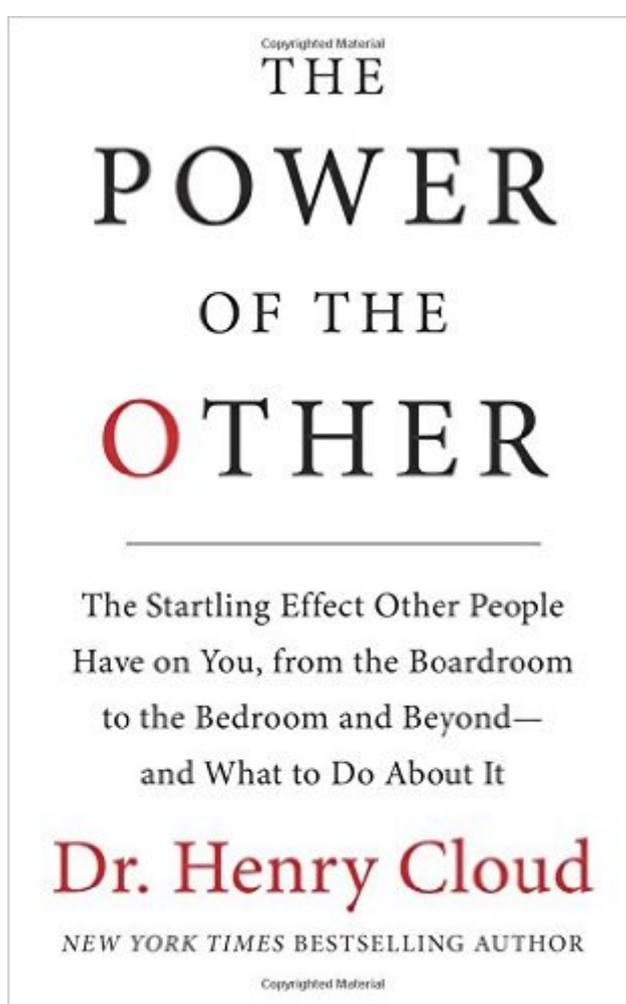


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# The Power Of The Other: The Startling Effect Other People Have On You, From The Boardroom To The Bedroom And Beyond-and What To Do About It



## Synopsis

Wall Street Journal bestseller An expert on the psychology of leadership and the bestselling author of *Integrity*, *Necessary Endings*, and *Boundaries For Leaders* identifies the critical ingredient for personal and professional wellbeing. Most leadership coaching focuses on helping leaders build their skills and knowledge and close performance gaps. These are necessary, but not sufficient. Using evidence from neuroscience and his work with leaders, Dr. Henry Cloud shows that the best performers draw on another vital resource: personal and professional relationships that fuel growth and help them surpass current limits. Popular wisdom suggests that we should not allow others to have power over us, but the reality is that they do, for better or for worse. Consider the boss who diminishes you through cutting remarks versus one who challenges you to get better. Or the colleague who always seeks the limelight versus the one who gives you the confidence to finish a difficult project. Or the spouse who is honest and supportive versus the one who resents your success. No matter how talented, intelligent, or experienced, the greatest leaders share one commonality: the power of the others in their lives. Combining engaging case studies, persuasive findings from cutting-edge brain research, and examples from his consulting practice, Dr. Cloud argues that whether you're a Navy SEAL or a corporate executive, outstanding performance depends on having the right kind of connections to fuel personal growth and minimize toxic associations and their effects. Presenting a dynamic model of the impact these different kinds of connections produce, Dr. Cloud shows readers how to get more from themselves by drawing on the strength and expertise of others. You don't have a choice whether or not others have power in your life, but you can choose what kinds of relationships you want.

## Book Information

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## Customer Reviews

There is a lot of circling, underlining and highlighting in my copy of this book, scribbled notes in the margin as I reached multiple A-ha moments. In *Power of the Other* by Dr. Henry Cloud, there are many insights that affirm notions that I have felt, but have not had the courage or confidence to act upon, and Dr. Cloud backs up many of his assertions with simplified neuro-science and much anecdotal evidence that we can all relate to. Cloud focuses a lot on work and business relationships, but we can equally apply every concept to family relationships and friendships. He examines 4 corners of relationships, and helps you determine where yours fit, and how they impact your brain, mind and heart—emotionally and physically. You know how I know this book works? Because it was the other that had the power to lift my hope and spirit, to help me recognize which relationships are positive Corner 4 relationships and how I can be a Corner 4 friend, parent and boss. It has encouraged me to recognize the great things in many of my relationships, and to realize which ones are worthy of my time and energy, and which ones I might need to shield myself from, or confront with honest integrity. Some of his anecdotes from working within successful businesses have provided me with great ideas that I can incorporate in my own business with our core values, and within our team interactions, while his honest reflections of a past failing business teach us all about the great opportunities we could have if we would just shift how we view those failures. While we may know some of this intellectually, Dr.

Dr. Cloud starts off this book with a powerful story. One man is near completion of his SEAL training. However, he's in danger of failing one test; he's about ready to give up. But first, he sees a fellow SEAL, standing on shore. His comrade gives him "a huge fist pump and yell." At this point, "Something happened. Something beyond him. His body jumped into another gear, into another dimension of performance that he had not had access to before." The man went on to complete the SEAL course. This powerful effect is what Dr. Cloud calls the "Power of the Other." Here is the point Dr. Cloud is making: The action that another person takes has PROFOUND impact on us. It's not just some sentimental feeling--it's a REAL impact. As an example, the author notes how oftentimes one person at work, say a boss, can destroy the culture of a team. On the other hand, sometimes just interacting with a single person can upright a disastrous situation. So, others have incredible power to influence you; the question, how will you deal with this? "How you manage this power is the difference between winning and losing." And, "Relationship affects life and performance."

Period."Most "success" or performance books are all focused on what YOU can accomplish; not much emphasis is on the impact of others. The author points out that this is a huge blunder: "Performance is either improved or diminished by the other people in your scenario."The doctor explains that it's the QUALITY of relationships that matter. He homes in on those close relationships he calls "Corner 4." These are deep, trusting relationships with others.

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