



Multipliers: How the Best Leaders Make Everyone Smarter

By *Liz Wiseman, Greg McKeown*

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Wall Street Journal Bestseller

A thought-provoking, accessible, and essential exploration of why some leaders (“Diminishers”) drain capability and intelligence from their teams, while others (“Multipliers”) amplify it to produce better results. Including a foreword by Stephen R. Covey, as well the five key disciplines that turn smart leaders into genius makers, *Multipliers* is a must-read for everyone from first-time managers to world leaders.

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Bibliography

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Editorial Review

From Publishers Weekly

Drawing on interviews with more than 150 executives and on her own experience as a former executive at the Oracle Corporation and the former vice president of Oracle University, Weisman argues that executives fall into two distinct leadership categories: Multipliers and Diminishers. Unsurprisingly, Multipliers turn out to be better leaders: unlike Diminishers—self-centered empire builders who tear employees down—Multipliers attract talent, liberate employees to do their best and step out of their comfort zones, make decisions rather than promoting unproductive debate, and invest in human capital. While spotlights on such Multipliers as Mitt Romney, a Talent Magnet at Bain Capital and beyond, and Steven Spielberg, who fosters an open environment on his film sets, are appealing and instructive, the major points are repetitive. Chapters drag on after descriptions of distinctive Multiplier or Diminisher behavior have been made. The breadth of the material is better suited for a lengthy article than a full business book, and the effort to stretch it into a longer work diminishes the meaningful research. (*June*)

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From [Booklist](#)

Why do some genius-level leaders seem to drain intelligence and performance out of the people around them, while others stimulate, motivate, and get so much more out of their work associates? Wiseman labels the former group, people who need to be the smartest person in the room, as diminishers, while the latter are multipliers, people who use their smarts to stimulate and enhance the creativity of the group. Both authors are connected with the Wiseman Group, a leadership research center that advises senior executives and provides workshops and leadership assessments around the world. By analyzing 150 executives across America, Europe, Asia, and Africa, the authors have identified what they consider the five most important disciplines that help managers to think and act more like multipliers, bringing people together, and giving others on the team more freedom, power, and responsibility, which ultimately generates self-worth and satisfaction. The book is a well-organized system that could be used as a personal tool or as a workbook for team-development seminars. --David Siegfried

Review

“Wiseman and McKeown’s insights are helpful, practical, and relevant. Any leader who needs to get more done with the same (or fewer) resources will find this book a gift and a valuable resource.”

Users Review

From reader reviews:

Dewey Newkirk:

The ability that you get from Multipliers: How the Best Leaders Make Everyone Smarter may be the more deep you digging the information that hide inside words the more you get enthusiastic about reading it. It does not mean that this book is hard to be aware of but Multipliers: How the Best Leaders Make Everyone Smarter giving you joy feeling of reading. The copy writer conveys their point in specific way that can be understood through anyone who read this because the author of this book is well-known enough. That book also makes your own vocabulary increase well. Therefore it is easy to understand then can go to you, both in printed or e-book style are available. We highly recommend you for having this kind of Multipliers: How the

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