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**The
Steven B Sample
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Sample**

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The Contrarians Guide To Leadership

From the Inside Flap
Never make a decision today that can reasonably be put off to tomorrow. Don't form opinions if you

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don't have to. Think
gray. Shoot your own
horse. Don't force
others to do your dirty
work. The best leaders
don't keep up with the
popular media and the
trades. Machiavelli can
...

The Contrarian's Guide to Leadership: Steven B. Sample ...

The Contrarians Guide
to Leadership and
found it thought
provoking, challenging

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and refreshing.

Samples challenges all common wisdom on leadership that we are taught, have read and have learned firsthand. Some of his points seem to be common sense though such as active listening, thinking gray, consider all facts before making decisions, and so on

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Guide to Leadership
by Steven B. Sample**

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"The Contrarian's
Guide to Leadership is
not only a helpful guide
to effective leadership,
it is a thoughtful guide
to successful living.

One main point that
come through is that
'big time' leadership is
only possible after
answering tough and
probing questions
about one's own skills
and values. In this,
there are no failsafe
equations for
leadership.

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The Contrarian's Guide to Leadership | Wiley. In this offbeat approach to leadership, college president Steven B. Sample—the man who turned the University of Southern California into one of the most respected and highly rated universities in the

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country-challenges many conventional teachings on the subject. Here, Sample outlines an iconoclastic style of leadership that flies in the face of current leadership thought, but a style that unquestionably works, nevertheless.

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In this offbeat approach to leadership, college president Steven B. Sample-the man who turned the University of Southern California into one of the most respected and highly rated universities in the country-challenges many conventional teachings on the subject.

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> The Contrarian's Guide to Leadership In this offbeat approach to leadership, college president Steven B. Sample-the man who turned the University of Southern California into one of the most respected and highly rated universities in the country-challenges many conventional

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The Contrarian's Guide to Leadership by Steven B. Sample

The Contrarian's Guide to Leadership, by Steven B. Sample, was released in October 2001 as the lead book of the fall season for John Wiley & Sons' Jossey-Bass division. The author's royalties from this highly anticipated

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book—which has received lavish praise from major government, business, and academic leaders—will fund scholarships for USC undergraduate students.

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The contrarian leader thinks differently. While others see black and white, contrarians

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maintain intellectual independence and see many different shades between the extremes. Leaders who can conceptualize a range of ideas are more creative and intellectually open. What is the essence of “thinking gray?”

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al approach to

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leadership. But if you want truly exceptional results — high employee morale and loyalty, lower costs, and record profits — you need to take a contrarian view.

Contrarian leadership is based on the following seven principles: 1. Think gray. 2. Think free. 3. Listen artfully. 4. Use experts without letting them use you. 5.

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**The Contrarian's
Guide to Leadership**

The contrarian's guide to leadership Without exaggeration, The Contrarian's Guide to Leadership is one of the most insightful and compelling books on leadership I've read. Steven Sample is an analytical practitioner of the highest calibre. He's an electrical engineer, musician, outdoorsman, professor, and

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inventor.

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Psychology Urges
leaders and those who
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positions to focus on
some key
counterintuitive truths.
Samples provocative
thinking and extends
to cover some very
complex and
thoughtful leadership
issues. Features such
unlikely advice as
leaders should always

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put off their decisions.

Steven B Sample

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“Decision making
brings together many
of the finest traits of
contrarian
leadership--thinking
gray, thinking free,
artful listening,
delegating authority
while retaining
ultimate
responsibility, artful

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procrastination,
ignoring sunk costs,
taking luck into
account, and listening
to one's inner voice.

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long been recognized
as one of the world's
top authorities in the
study of leadership.

Thinking Gray & Free: A Contrarian's View of Leadership

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From the Inside Flap
Never make a decision
today that can
reasonably be put off
to tomorrow. Don't
form opinions if you
don't have to. Think
gray. Shoot your own

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horse. Don't force others to do your dirty work. The best leaders don't keep up with the popular media and the trades. Machiavelli can ...

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Contrarian leaders understand that not every expert is helpful, but know when they need assistance, when they don't, and how to

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choose. The willingness to read what's important. Contrarian leaders return again and again to classic works for inspiration and to understand human nature. The ability to make decisions.

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whole societies lose
their ability to produce
great leaders," says
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author of The
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Leadership.
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