



Peter Drucker's Five Most Important Questions: Enduring Wisdom for Today's Leaders

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Enduring Management Wisdom for Today's Leaders From Peter F. Drucker.

Peter Drucker's Five Most Important Questions provides insightful guidance and stirring inspiration for today's leaders and entrepreneurs. By applying Drucker's leadership framework in the present context of today's leaders and those who lead with them, this book is an essential resource for people leading, managing and working in all three sectors—public, private and social. Readers will gain new perspectives and develop a solid foundation upon which to build a successful and bright future. They will learn how to focus on why they are doing what they're doing, how to do it better, and how to develop a realistic, motivational plan for achieving their goals. This brief, clear, and accessible guide — peppered with commentary from distinguished management gurus, contemporary entrepreneurs and dynamic millennial leaders —will challenge readers and stimulate spirited discussion and action within any organization, inspiring positive change and new levels of excellence. In addition to contributions from Jim Collins, Marshall Goldsmith, and Judith Rodin, the book features new insights from some of today's most influential leaders in business (GE and Salesforce.com), academia (Harvard Business School and Northwestern University), social enterprise (Levo League, Pencils of Promise and Why Millennials Matter) and the military (United States Military Academy), who have been directly influenced by Drucker's theory of management.

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Date : Published March 10th 2015 by Jossey-Bass

ISBN :

Author : Peter F. Drucker , Joan Snyder Kuhl , Frances Hesselbein

Format : Kindle Edition 96 pages

Genre : Business, Leadership, Nonfiction, Management



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From Reader Review Peter Drucker's Five Most Important Questions: Enduring Wisdom for Today's Leaders for online ebook

David Van Brakle says

I love Drucker, and this was a great overview of some of his work. I liked the Millennial responses and enjoyed reading some newer business leaders in the responses. It felt light, however, compared to Drucker's book "Managing the Non-Profit Organization."

Agustinus Lawandy says

Personal summary

What is your mission? This is the guiding force of the organization.

Who is your key customer? Prioritize, these are the people you want to focus on.

What does the customer value? Give them what they want.

What are the results? To improve, we need to measure and analyze.

What is the plan? Align with the goal, create a draft, and revise often.

JP says

Drucker's wisdom is always so amazingly simple. In this book, written ten years after his passing, collaborators build on his core model to create an update of the key elements especially relevant to the latest trends toward social causes and the Millennial generation.

Mark Manderson says

Anything from Drucker is foundational. He's always asking who is our customer? What is our value? What is our plan? What results are we after?

Takeaways:

8 out of every 10 businesses that start fail well within the first 10 months of ever starting.

Planning is not an event is the continuous process of strengthening what works and abandoning what does not.

Self-assessment is a prerequisite to be a good leader.

Paul, says

Simple book full of simple questions. But they are crucial questions and they are very difficult to answer. I didn't find most of the additional text (esp those by the younger millennial leaders) very helpful. But I highly recommend the book for those involved in the non-profit world.

Michael Huang says

Five pretty to-the-point questions to ask to better run your organization:

1. What is our mission? (An ER changed its mission from "healthcare" to "to give assurance to the afflicted" and this helps the staff understand their mission and priorities better.)
2. Who is our customer? (There may be secondary customers, e.g., in a school, the primary customers are the students, but teachers, parents etc. are the secondary customers.)
3. What does our customer value? (Clarifying this is important. For instance, it turns out a shelter's customers don't really care about clean bed and hot meal but care more about having a place to not be homeless.)
4. What are our results? (This can be qualitative results such as impacting someone's life in meaningful ways.)
5. What is our plan? (Once we ask ourselves 1-4, it's time to figure out a plan to move to the objectives.)
