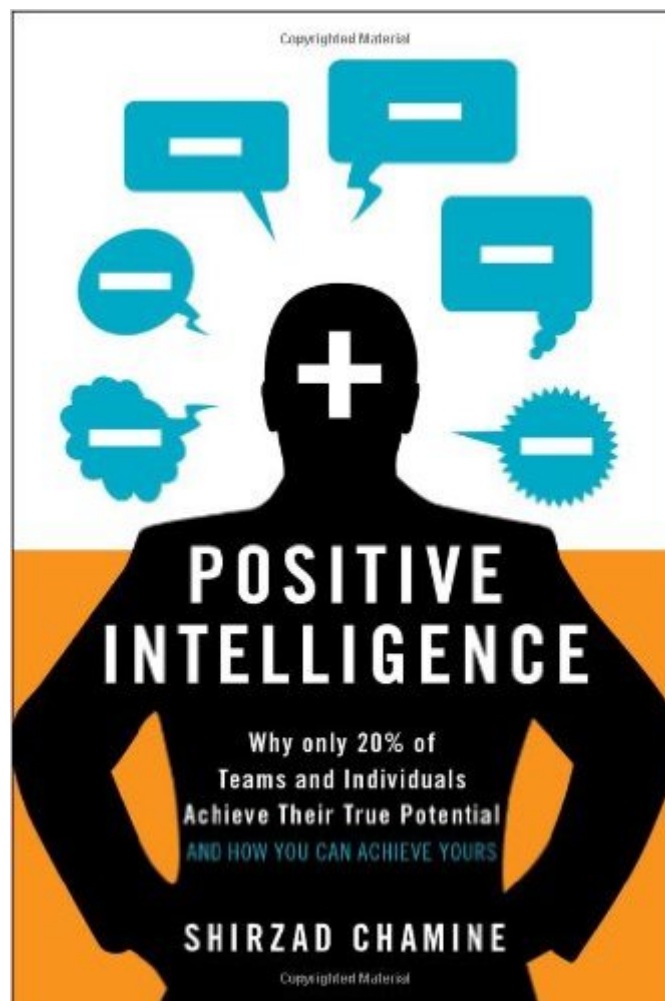


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# Positive Intelligence: Why Only 20% Of Teams And Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS



## 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

Hardcover: 224 pages

Publisher: Greenleaf Book Group Press; 1 edition (April 3, 2012)

Language: English

ISBN-10: 1608322785

ISBN-13: 978-1608322787

Product Dimensions: 6.1 x 1.1 x 9.1 inches

Shipping Weight: 7.2 ounces (View shipping rates and policies)

Average Customer Review: 4.5 out of 5 stars See all reviews (213 customer reviews)

Best Sellers Rank: #18,677 in Books (See Top 100 in Books) #20 in Books > Business & Money > Management & Leadership > Mentoring & Coaching #257 in Books > Business & Money > Business Culture > Motivation & Self-Improvement #279 in Books > Business & Money > Management & Leadership > Motivational

## Customer Reviews

UPDATE: The day after I wrote the following review, my Brooklyn apartment building caught fire and I had to escape via fire escape. The fire became a 6-alarm fire and involved about 200 FDNY firefighters, 26 of which were injured. The entire 117-apartment building is now uninhabitable. Not only did we lose our homes, but many of us lost just about everything we own. Having read this book shortly before this disaster helped prepare me for what is, essentially, a life-changing event. It made me aware of my thoughts, especially the negative ones, and I realized immediately that I could either let this disaster become one of the worst things that ever happened to me or find a way to turn it into one of the greatest things that ever happened to me. That level of thinking has proven to be invaluable in staying mentally and emotionally strong through something like this. For me, the greatest value of this book is that it opened my eyes to identify negative thoughts, even the ones I wouldn't normally recognize as negative, and nip them in the bud before they grew into something bigger. No, positive thinking alone doesn't get someone through life's worst curveballs. That would be naive. But it did give me the strength to accept the situation and start working toward the next steps. It allowed me to support others. It allowed me to show gratitude to those who helped. It has allowed me to become a better person as a result of this. Here's my original review: It's not surprising to me to learn that only about 20% of individuals and teams are performing at a "true potential" level. It's the Pareto Principle, the 80/20 Rule. What's interesting is that Shirzad Chamine found this to be true through his own research.

One of the real mysteries of life is why so many people fall short of their potential. Shirzad Chamine, the author of Positive Intelligence, has studied the difference between potential and accomplishment and gives some very compelling insights into the causes and solutions to the problem. According to Mr. Chamine, "Your mind is your best friend. But it is also your worst enemy. The reason so many of our attempts at improving our success or happiness fizzle is that we sabotage ourselves. With Positive Intelligence you can both measure and significantly improve the percentage of time that your mind is serving you rather than sabotaging you." For a long time we have known about IQ and the impact intelligence had on success. A couple of decades ago, we were introduced to the

concept of emotional intelligence - EQ - and the fact that EQ had more impact on our success than IQ. Now Mr. Chamine has introduced the concept of PQ - Positive Intelligence and shows that we can measure PQ and by following some simple exercises, dramatically improve PQ. Most who have studied personal development have been exposed to the concepts of different parts of the brain. Mr. Chamine takes a simple and easy to understand way to describe the conflict that happens in the brain. The primary function of our limbic system - the emotional part of the brain - is to ensure our survival. The prefrontal cortex - the rational, reasoning, thinking part is designed to help us grow and thrive. He calls the two basic parts the survival brain and the sage brain. And unfortunately they are often at conflict. When we are under stress, angry, feel pressure, the survival brain hi-jacks the sage brain, controlling our actions.

This is no ordinary business book. Positive Intelligence is special in so many ways: It understands what few other business books understand about organizations - that they are nothing more than a collection of people. An organization's performance is the direct result of its people's performance - people with all kinds of talents and all kinds of constraints. While there is an underlying assumption that better individual performance is a driver of better organizational performance, this book focuses on what I can control and will benefit from most - my inner workings, my performance, my happiness. PI didn't bore me or waste my time with the theoretical, the tangential, or the obvious. This book is scientific and it's practical. Effectively addressing the topic of "reaching one's potential" requires that the issue be approached from several perspectives: rational, emotional, technical. Chamine does exactly that...interestingly, his impressive background draws from all the right disciplines: Psychology, Engineering, Business. I'd venture to say that few people have as complete a training as Chamine to address this issue. And yet that training alone is not enough to create the insight that Chamine displays in his writing. The author describes his own challenges throughout childhood as well as his business life, and how one's performance, success and happiness are so significantly impacted by one's childhood experiences. This book will not motivate you. It will enlighten you. Tony Robbins will motivate you - at least for a little while. This book helps you recognize obstacles within you that are as real as they are elusive. It also shows you how they were created and how they can be overcome. The impact of this process on the reader is irreversible.

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