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What You Aren't Seeing: How Using Your Hidden Potential Can Help You Discover the Leader Within, The Inspiring Story of Herb Greenberg

Patrick Sweeney

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Patrick Sweeney : What You Aren't Seeing: How Using Your Hidden Potential Can Help You Discover the Leader Within, The Inspiring Story of Herb Greenberg before purchasing it in order to gage whether or not it would be worth my time, and all praised What You Aren't Seeing: How Using Your Hidden Potential Can Help You Discover the Leader Within, The Inspiring Story of Herb Greenberg:

0 of 0 people found the following review helpful. A Biography the Leads to InsightBy FourmaplesThis biography of Herb Greenberg does an excellent job of using his story to help bring out one's own authentic self. It is well-written and well-edited, and a pleasure to read. I left off one star because the book assumes that every reader holds theories of psychology with the same level of "faith" as the author and the subject. I found much to apply, but have misgivings on some psychological theories, so some sections didn't resonate with me. Whether you're from Brooklyn or not, it's worth the read!

2 of 2 people found the following review helpful. What's Your Leadership Story?By Margaret H. GreenbergThe story of Herb Greenberg, founder of Caliper, will inspire you to reflect deeply on your own leadership story. Patrick Sweeney is a master storyteller: At times What You Aren't Seeing reads like a juicy novel and at other times it reads like a Harvard Business School case study. I found myself answering the reflection questions at the end of each chapter to uncover my own leadership story. If you are a coach, you will also find the questions useful in helping your clients search inside themselves for their own leadership story. I must admit I was skeptical when I first scanned the Table of Contents and saw a chapter titled "Sports". As a female entrepreneur and lifelong student of leadership I often tire of sports analogies because they are typically about male teams and I don't identify with them. While there is quite a bit written about the Brooklyn Dodgers who were influential in Greenberg's childhood, I was pleasantly surprised to learn the results of one of Caliper's studies. Using their in-depth personality assessment, as well as interviews of female leaders in the US and UK, they found that women demonstrate leadership behaviors, such as listening and collaborating, that make them uniquely suited to be successful in today's global marketplace. The added bonus? With the purchase of What You Aren't Seeing you gain access to Caliper's on-line leadership assessment for FREE! As told on page 192, after Herb offered his University of Michigan MBA class this same assessment: "one person in this class is not cut out to be an entrepreneur"; The reason I know this is because you were each offered to take Caliper's in-depth personality assessment for free and one of you did not take the assessment. What I can tell you, for sure, is that I never met an entrepreneur who passed up an opportunity to get anything for free. Don't pass up the chance to take this assessment either and read a book that will captivate and inspire. By the way, Herb Greenberg is no relation to me, although I wish he were!

Margaret H. Greenberg, is the co-author of the bestseller Profit from the Positive: Proven Leadership Strategies to Boost Productivity and Transform Your Business, with a foreword by Tom Rath.

1 of 1 people found the following review helpful. A MUST READ For Leaders and Entrepreneurs!By Michael H. FleischerVery engaging book that provides leadership insights for business owners and entrepreneurs. I found this book to be very informative, entertaining, and educational. I was particularly interested in leadership abilities and found the book helpful in determining leadership qualities and traits. Not only does the book Chronicle the life of CEO Herb Greenberg, but uses his story as a backdrop for important leadership lessons. Each chapter includes self-discovery questions to guide you through assessing your own story and where the potential to lead originates. These questions help to guide your own thought processes and challenge deeply held beliefs that may be holding you back. If you're looking for an entertaining read that will help you on your leadership journey, I highly recommend this book.

Be truly inspired, discover your potential, and leverage it to drive organizational success What You Aren't Seeing uniquely combines Herb Greenberg's inspiring story with insights and practical ideas that can help you become the leader you were meant to be. Herb, who lost his sight at the age of ten, has been able to see that which many of us inadvertently overlook -- which is our own potential, and the potential of those around us. You'll also learn a three-step action approach to seeing and tapping into your leadership potential--and that of your entire organization. You'll then find out how to make connections between your strengths as a leader, the potential of your team, and a world of new possibilities. Patrick Sweeney is a New York Times bestselling author and speaker who has engaged audiences around the world on how to recognize and develop their true potential. Herb Greenberg, Ph.D., is the founder and CEO of Caliper Consulting, an international management consulting firm that has assessed the potential of more than 3 million applicants and employees for over 25,000 companies around the world for over 50 years..

About the AuthorPatrick Sweeney is a New York Times bestselling author and speaker who has engaged audiences around the world on how to recognize and develop their true potential. The former president of Caliper and speechwriter for Governor Brendan Byrne, he thrives on discovering insights and sharing stories that inspire us all.