



Multiplicadores (Spanish Edition)

Liz Wiseman

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Todos hemos conocido a dos tipos de líderes completamente distintos. Los del primer tipo drenan la inteligencia, la energía y las capacidades de quienes los rodean, y necesitan ser siempre los más inteligentes: se trata de líderes reductores. Masacran las ideas, taladran la energía y disminuyen el talento y el compromiso de los demás. Del otro lado del espectro están los líderes que usan su inteligencia para ampliar el intelecto y las capacidades de la gente a su alrededor. Cuando entran a una habitación se encienden focos sobre las cabezas de los presentes, las ideas fluyen y se resuelven los problemas. Son ellos quienes inspiran a los empleados a dar más de sí mismos para entregar resultados que superen las expectativas. Los llamamos **multiplicadores**. El mundo necesita más líderes de este tipo, sobre todo ahora, cuando se espera que quien está al mando logre más con menos recursos.

En este fascinante y práctico libro, Wiseman y McKeown han identificado las cinco disciplinas que distinguen a los multiplicadores de los reductores. Éstas no se basan en el talento innato, sino que son habilidades y prácticas que todos podemos aprender a usar, incluso los reductores más veteranos y recalcitrantes. Asimismo, los autores dan vida a cada una de estas disciplinas a través de estudios de caso reales y vívidos, así como consejos prácticos y técnicas para mostrarte cómo puedes convertirte en un multiplicador, ya seas nuevo en el negocio o un jefe con mucha experiencia. Imagina lo que lograrías si pudieras utilizar toda la energía y la inteligencia que te rodea. *Multiplicadores* te enseñará a hacerlo.

ENGLISH DESCRIPTION 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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