

[美] 傅强 (Robert Foster) 著 王培洁 译

迈向国际人

MODERN LEADERSHIP
STRATEGIES FROM

中国古老智慧激发现代领导力策略

ANCIENT CHINESE
WISDOM

洋博士与孙子、商鞅、诸葛亮等智者超时空接触
纵论现代领导力策略及领袖魅力装备

31 DAYS TO GREATER SUCCESS

北方文艺出版社

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Endorsements

名家推荐

I am a student of history, and I believe some of the best lessons we can learn are lessons from history. Rob Foster has done an excellent job drawing the very best lessons of Chinese wisdom from Chinese history. I believe this book on leadership success will help many people like me become better leaders.

—— Jon R. Wallace (President, Azusa Pacific University, DBA)

我喜欢从历史中学习，也一直认为历史是最好的老师。傅强博士从中国的历史中发掘出最好的智慧和训导。我相信，这本关于成功领导力的书籍可以帮助很多人，也包括我自己，成为更卓越的领袖。

——乔恩·R·华莱士（阿苏撒太平洋大学校长，经营管理学博士）

The characteristics of a good leader remain a mystery to many people. A better understanding of leadership is especially important for China, as the nation and its people assume a greater role in the world of the twenty-first century. Rob Foster responds to this need in this very helpful book. Foster uses examples from China and around the world to explain how one can become a good leader, and the daily studies and questions encourage readers to see how they can become better leaders themselves. Anyone who reads this book will soon experience what real leadership is all about.

——John Copeland Nagle (John N. Matthews Professor of Law and Associate Dean for Faculty Research, University of Notre Dame)

好领袖的特征对于很多数人来说仍是一个迷。中国以及中国人在二十一世纪的世界中已经越来越重要，更好地理解领导力对这个国家来说尤为重要。傅强博士的这本书回应了这样的需要。本书的例子涵盖了中国的和世界的领导力典范，揭示了成为好领袖的秘诀。每天的学习和思考可以帮助读者懂得如何成为更好的领袖。任何阅读本书的读者将很快领悟到真正的领导力到底是怎么回事。

——约翰·卡布兰德·奈格博士（圣母大学法律教授，教研副主任）

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首先,我想感谢妻子和四个孩子,谢谢他们每天的支持和鼓励。多年以来,我认识到好朋友是成功生活密不可分的组成部分。很多朋友在情感上、经济上和事务上支持这本书的出版。我想感谢内特·达格(Nate Daeger)、艾博(Rob Eberz)、汤姆·詹宁斯(Tom Jennings)、道格·凡克(Doug Fike)、肯·盖里格森(Kenn Gulliksen)、里克·莱曼(Rick Laymon)、保罗·纳尔逊(Paul Nelson)、但·帕尔玛提尔(Dan Palmateer)、约翰·罗布(John Robb)、萨姆·斯陶令和他的妻子派蒂(Sam and Patty Stallings)、文委汉、卫旒(Graeme and Nicola Winthrop),以及杨雪莉(Sherry Young)。特别感谢主编埃普瑞尔·斯提尔(April Stier),也谢谢卡罗尔·拜莉(Carol Berry)成为本书的编辑,为本书无私地奉献自己的才华。也感谢王培洁的翻译,以及ZDL的唐可(Rob Tucker)及其全体员工,谢谢你们的文字编辑和版式设计。



About the Author

Dr. Robert Foster currently lives in Beijing with his wife and four children. Dr. Foster holds a Bachelor degree in Elementary Education, a Master of Science and Administration from the University of Notre Dame, and a Doctorate in Educational Leadership and Administration from Azusa Pacific University. He previously taught at Beijing University in the department of International Studies, and now divides his time among directing study abroad programs (hosted in China, New Zealand, Australia, and the U.S.A), leadership consulting, writing, and speaking. His hobbies include running marathons, lifting weights, and acting. He regularly appears on Chinese television in advertisements for companies such as Bank of China, China Life, and others. Out of his great love for China and his home country, the U.S.A, he has developed a passion to help both countries learn from one another and benefit from their rich cultures and heritages.

For additional resources and training offered by Dr. Robert Foster visit :

<http://www.summitu.com/>

作者简介

傅强博士 (Dr. Robert Foster) 目前和妻子以及四个孩子住在北京。傅强博士曾获得圣母大学 (University of Notre Dame) 教育学士学位、科学与管理硕士学位, 以及加州阿苏撒太平洋大学 (Azusa Pacific University) 教育领袖和管理博士学位。他曾经在北京大学国际关系学院任教, 现在指导海外交流项目 (在中国、新西兰、澳大利亚和美国举办), 致力于领导力培训、写作和演讲。他爱好马拉松赛跑、举重和表演。他常常出现在中国的广告片中, 曾经为中国银行、中国人寿保险等公司拍过广告。他深爱中国和自己祖国——美国, 热心帮助两个国家的人民互相学习, 彼此借鉴丰富的文化遗产。

要了解傅强博士提供的更多资料和培训信息, 请访问:

<http://www.summitu.com/>



Introduction

Bookstore shelves around the world are stocked with titles dealing with success and leadership. Some focus on the life of a famous or wealthy individual like Donald Trump or Bill Gates. Others take a more academic or MBA approach. Still other books such as *The Art of War* or *The Analects of Confucius* have become classics by standing the test of time. The book you are now holding is unique in that it draws from all three of the above-mentioned sources. The world in which we currently live is moving faster and becoming more complex every day. To survive in the years to come, individuals in business, government, and the non-profit world will have to learn from the past, understand the present, and envision the future. You will need to think quicker, work smarter, dream wilder, and relate to each other in many different ways.¹

Throughout the book I will allude to your team. By “team” I refer to the people around you that help you reach your goals. For many, your team will be coworkers or employees. Some of your teams may be your family or a small group in a social organization. Regardless of who constitutes your team, the principles enumerated in the following chapters will help you succeed in reaching goals and accomplishing more than you ever thought possible. The leadership principles offered in this book will draw out the leader within you and help you maximize the gifts and talents of your team for success.

前 言

在世界各地的书店中，成功学和领导力的书籍汗牛充栋。有的描述名人或有钱人的生活，如唐纳德·特朗普（Donald Trump）或比尔·盖茨；有的从学术或商业管理的角度入手；有的则经历了时间的考验，成为历久弥新的经典之作，如《孙子兵法》和《论语》。你手中这本书的独到之处在于它结合了以上三者。当今世界越来越复杂，人们前进的步伐越来越快。今天商界、政界和非赢利组织中的人们，要想在将来站稳脚跟，就必须要从历史中学习、了解当今世界并且能够预测未来走向，才能具备敏捷的思维和宽广的视野，在工作中更有头脑，以不同的方式与他人交往。¹

我会在书中反复提到团队。我所指的“团队”是你周围的人，他们在帮助你共同完成你的目标。对很多人来说，你的团队就是同事或员工。团队的一个组成部分也可能是你的家人或社会机构中的小组。不论团队的组成人员如何，以后几章所列举的原则会帮助你成功达到目标，甚至超越你的极限。本书中的领袖原则可以发掘你内在的领导力，帮助你最大程度地发挥团队的恩赐，共同跨向卓越。

How to Read This Book

The 31 short chapters contained in this book have been written to inspire you to become a more successful person. I hope you enjoy each section and are personally challenged. My greatest desire, however, is for you to apply the principles set before you. If you fail to apply the principles in each chapter, you will regrettably miss the point for which this book was written. I believe the best way to approach this book is to read one chapter a day.

Each chapter presents a theme, starting with a gem or two of wisdom from China's rich history to illustrate the theme. Then I discuss the topic in a way I hope will inspire you to learn more about yourself and your style of leadership. I end with suggestions for application, questions to ponder, or principles to apply. The space provided at the end of each chapter is for you to make notes to yourself about areas for further investigation and growth. Each chapter can help you in your unique situations at work, home, or with friends. I also recommend that you invite one or more friends to join you in your journey of becoming more successful. The journey of self-improvement is like many other adventures — it is more enjoyable when shared! If you're a leader, I encourage you to take the next month and use this book as a training manual for improving your team.

Are you ready to release the leadership gifts within you? Are you ready to see your most important relationships improve by 50-100 percent? Are you ready to be more successful in your work and social circles? The only element required is your genuine willingness to learn and to put into practice what you read in the following chapters. Your life will change — not miraculously, not overnight — but one relationship at a time. If you are one of the adventurers ready to begin an exciting journey of self-improvement and success, I invite you to turn the page.

如何阅读本书

本书共包括31章，旨在激发你的灵感，帮助你更上一层楼。我盼望每一章的内容都能引起你的共鸣，享受阅读的乐趣。然而，我最大的愿望就是你能把这些原则应用在自己的生活中。假如你没有应用每章的原则，就错失了本书写作的目的。我相信阅读本书的最佳方式就是一天一章。

每章都列出了一个主题，以中国历史中的一两句箴言开篇，说明主题。之后，我会就此主题展开讨论，希望能够启迪你，帮助你更多地了解自我以及你的领导风格。结尾处有建议性的应用材料、思考问题或应用原则，还提供空白处，供你做笔记，记录要探讨的问题和个人成长过程。不论你是上班、在家还是和朋友在一起，每章的内容都能够在特定的环境中帮助你。我也建议你找一两个或几个朋友加入你的行列，一起踏上成功之旅。改进自我的过程如同其他旅程，当你与他人共享时，快乐也加倍！如果你是一位领袖，我鼓励你下个月用这本书做培训资料，和你的团队一起改变！

你准备好要释放自己内在的领导力吗？你准备好迎接改变，以50%—100%的速度拓展重要的人际关系吗？你准备好在自己的工作领域和社交领域获得更大的成功吗？你唯一要做的就是发自内心地学习本书，然后将所学到的付诸行动。你的生活——并非奇迹般地在一夜之间——发生巨变，而是每次改变一个方面。如果你是一个敢于冒险的人，并且作好了准备，想要踏上自我改善与成功之旅，那么我邀请你翻开下一页。

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第一天 程不识PK李广
——领袖的风格

Day 1: Leadership Style

花时间了解并培养你的领袖能力，会让你对周围的人产生很大的影响力。

By taking the time to recognize and develop your leadership abilities, you can have a great impact on those around you.

If a man is righteous, people will follow him without being told; but if he is not, then no amount of orders will make them follow him.

— Confucius¹

Leaders create order in the midst of chaos. They turn crisis situations into tales of victory. People naturally flock to leaders in times of uncertainty. These are the effects and results of leaders, but what does a leader look like? Would I know a truly great leader if I saw one? How can we find them among the many circles of people that make up our lives? How can I develop leadership skills in myself? The following chapter will answer these questions and offer several serious questions to ponder.

Most people have a fairly narrow view of leadership. They only view leaders as top business executives or government leaders such as presidents or prime ministers. Leaders in these positions do guide large numbers of people; however, leadership does not happen only at the head of an organization. People who manage small work teams, motivate coworkers to keep a positive attitude during stressful times, and keep their family relationships strong are also leaders. In one way or another, every person makes at least one leadership decision every day.

You have leadership abilities within you. Your world has a great need for dynamic leadership. Without leadership, the success of families, charity groups, religious organizations, sports teams, civic associations, and social clubs rests solely on chance. By taking the time to recognize and develop your leadership abilities, you can have a great impact on those around you.

Great companies all start with an idea and people willing to lead. Steve Jobs and Steven Wozniak, ages twenty-one and twenty-six, believed in and understood this concept. With almost no money and no real business experience, they entered an industry that barely existed. In 1976, only a few brainy techies had computers