



APG Senior Leadership Cohort Program 2014



Book Presentation

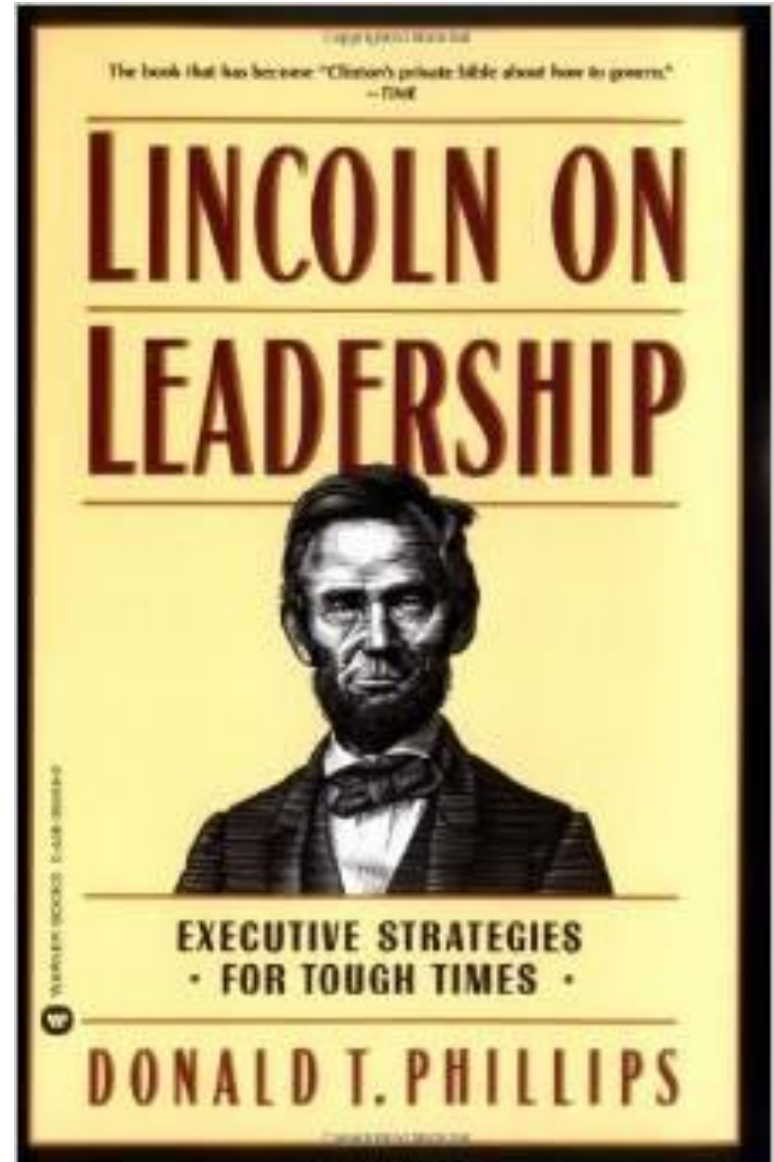
Tyler Bennett

Cohort 6

Leadership Book Review



- Lincoln on Leadership: Executive Strategies for Tough Times
- Author: Donald T. Phillips





Key Messages from this Book

- Get out and meet the troops, in person
 - Lincoln visited Generals Burnside at Fredericksburg, McClellan at Antietam, and Hooker at Chancellorsville
- Build strong alliances (wage one war at a time)
- Persuade rather than coerce
- Honesty and Integrity are the Best Policies
- Be a master of paradox – be consistent, but flexible when necessary
- Exercise a Strong Hand – Be Decisive
- Influence People Through Conversation and Storytelling

Quotes I Would Like To Share



- “His cardinal mistake is that he isolates himself, & allows nobody to see him”
 - Lincoln’s reason for relieving GEN John C Fremont
- “With public sentiment, nothing can fail; without it, nothing can succeed.”
 - Lincoln’s remarks in Lincoln-Douglas debate
- “Extemporaneous speaking should be practiced and cultivated.”
 - From Lincoln’s notes for a law lecture



What This Book Meant To Me

- One thing that struck me throughout the book is that Lincoln was always calm. In fact, there is only one recorded instance of him cussing (“damn”). I tend to get worked up when I feel people are being illogical or not doing their jobs.
- One of the best ways to persuade people is through storytelling. If you try to persuade through reason or logic, you might lose them. But tell a story that rings true, and they will see the meaning.
- I need to admit when I am wrong. I will not always be right, nor I need to be. As Lincoln wrote Grant after a surprise victory at Vicksburg