



Connective Leadership: Managing in a Changing World

Jean Lipman-Blumen

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Business today is framed by two global tensions. On the one hand, the age of the Internet has ushered in an unprecedented interdependence. People from far-flung reaches of the globe now find themselves in close contact, and collaboration is the order of the day. On the other hand, we still live in an autonomous world of diverse nations and unique individuals, and the businesses and organizations that we have created to represent us are equally unique. In this conflicting environment, a special approach to leadership is called for, one that tames these two forces and integrates them in a political but ethical way. The Connective Leadership model defines that approach, emphasizing various modes of working with and through other people instead of bowing to authoritarianism. This includes creating short-term coalitions instead of long-term alliances and forming ennobling enterprises to which people want to commit themselves. Based on extensive research analyzing the leadership styles of more than 5,000 leaders and managers world-wide, Lipman-Blumen has developed an innovative strategy that demonstrates how to move beyond competition towards an "ethical instrumentalism" that employs the talents of others to achieve strategic goals. Thoroughly researched and accessibly written, this book--originally published under the title *The Connective Edge*--provides the skills and information needed to move organizations, nations, and people into the emerging era with stellar results.

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