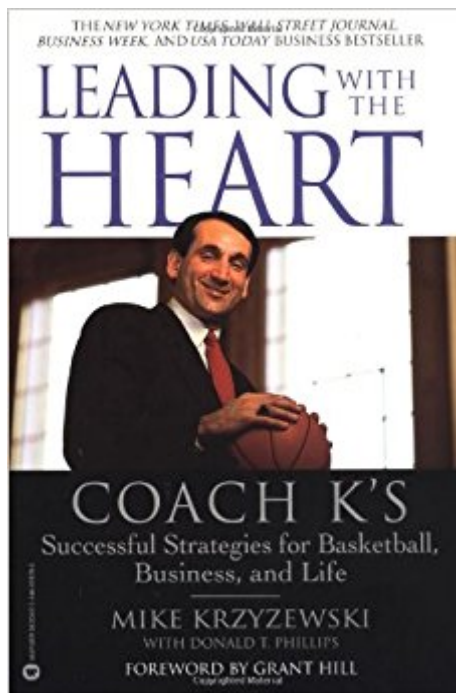




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# Leading With The Heart: Coach K's Successful Strategies For Basketball, Business, And Life



## Synopsis

In his more than twenty years coaching the Blue Devils, Coach Mike Krzyzewski has made his program the most admired in the nation, with back-to-back national championships in '91, '92, and again in 2001, and ten Final Four appearances since 1986. Now, in *Leading with the Heart*, Coach K talks about leadership-how you earn it, how you practice it, and how you use it to move your organization to the top. From the importance of trust, communication, and pride, to the commitment a leader must make to his team, this inspiring book is a must-read for anyone who loves college basketball-or who simply wants to win in any competitive environment today.

## Book Information

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## Customer Reviews

In some respects, a top-level college coach is a lot like a manager in any business. He has to turn a group of talented individuals into a smoothly running team, and he has to produce results that please the fans of his team--the shareholders of the athletic program. Thus, in *Leading with the Heart*, Krzyzewski reviews the lessons he's learned as basketball coach at Duke University, and tries to universalize them so they translate to any leadership position. For example, he writes, "Adjustments are not unusual, they are usual. So a leader's ability to think on his feet ... to do things without instruction ... is of paramount importance." Makes sense, as does this admonition: "When teaching, always remember this simple phrase: 'You hear, you forget. You see, you remember. You do, you understand.'" The book has four sections--"Preseason," "Regular Season," "Postseason," and "All-Season"--and each of those has four chapters. Each chapter begins with three quotes ("Too many rules get in the way of leadership" leads off chapter 1), and ends with bulleted tips

summing up the chapter's message. Between the quotes and the bullet points are anecdotes about Duke basketball games and (occasionally) Krzyzewski's life outside basketball. What you come away with is an understanding of why Krzyzewski is a great basketball coach, why former Duke assistants such as Tommy Amaker and Quin Snyder are probably going to become great basketball coaches, and how anyone who's currently a coach can become a better coach. It would be great if other types of managers in other types of businesses could incorporate these lessons in compassionate, focused, highly flexible leadership, but it seems unlikely. Most managers in business rise through the ranks not because of their ability to lead or inspire but because of their knowledge and competence (if not their connections). On the other hand, it would be nice if each of us, just once, could work for someone like Coach K, someone who could push the right buttons and lead us to our own version of the Final Four. Not likely, but a pretty sweet fantasy. --Lou Schuler

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Duke basketball coach Krzyzewski, today's most successful NCAA coach, reviews significant games and key events in his career in addition to offering advice to coaches, players and everyone trying to do better in life. The son of working-class Polish immigrants, he got a scholarship to West Point, where he became an accomplished player before becoming a coach. His breezy approach is direct and simple: what's most important is working as a team toward a common goal--not necessarily to win the game, but to play the best possible game. Says Coach K, "There are five fundamental qualities that make every team great: communication, trust, collective responsibility, caring and pride." Approaching each season the same way, he extends himself to his players, encouraging them to spend time at his home and with his family, while emphasizing the importance of keeping up with academics and enjoying the overall experience of college. In fact, Krzyzewski tries to hire assistant coaches who have played for him because they're versed in on- and off-court problems. At the end of each chapter, he offers general pointers, such as that "business, like basketball, is a game of adjustments. So be ready to adjust." Although he occasionally refers to a coach as a "leader," for the most part he leaves it up to readers to connect the dots between his coaching strategies and useful business strategies. (Mar.) Copyright 2000 Reed Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

Philosophy of COACH K is simple but based on natural human motivation and system of values. The truly value of that book is showing a path of implementation natural leadership philosophy of COACH K. Mike KRZYZEWSKI extraordinary basketball coach is also an extraordinary LEADER,

whose POWER based of VALUES LEADERSHIP. He is an example of LEADERSHIP BASING ON PERSONAL CREDIBILITY - He is an real example of His VALUES. This is an EFFICIENT and MOST NATURAL PHILOSOPHY of MANAGEMENT, useful in every kind of organization, not only in sport. Somebody can say - "OK but this is a pedagogical job..." Yeah, but COACH K is also efficient as a US OLYMPIC TEAM COACH. His philosophy o working and building strong relationship was useful also in that case. Great book for every Leader

This is without question, the best sports and business book ever written. This book also teaches and reminds all us how to be decent, thoughtful, caring, and responsible human beings. Being a good and decent person really works, and will get you somewhere. Take responsibility for yourself, get the job done. Never let: "It's not my job," enter your mind. Get it done and stop whining. Team work, in sports, business, family and life makes all the difference in the world. When you think of the super credible people in this world, 'Coach K,' is, 'one' of those unique great ones at the top of the list. Coach K is a very humble and decent human being, and his 'actions,' positively speak for themselves. Are there Spanish versions of Coach K's books available? The book has a great flow and is a never a dull moment read. Mixing business with sports, makes for a fun academic read. Great, great book - Fantastico y Increible - Vamos a leer!

Coach K covers many of his formulas for success with managing basketball teams, and does it in a way that is immediately approachable and applicable daily when leading others. Here are a few highlights of my favorite favorites from the book

3 Favorite Quotes:

1. When you get better, we all get better
2. You hear, you forget. You see, you remember. You do, you understand.
3. It's not what I know, it's what you do that matters most.

5 Components of a Successful Team:

1. Communication (Ask for advice, conduct huddles with no BS)
2. Collective Responsibility (Foster the idea that we win and we lose together)
3. Trust (The team leader is the truth, he/she will tell you what you are doing right, and what you are screwing up)
4. Caring (As the team leader, spend time with each person on the team no matter what is competing for your attention)
5. Pride (Put your stamp on everything your team does)

3 Questions for a Team Leader to Ask:

1. How do you see our team? Our strengths? Our weaknesses?
2. Do you see any problems?
3. What do you think we need to work on?

In this book, Krzyzewski focus on the things in life that really matter to him: family, friendship,

commitment, etc. and how to utilize them in effectively leading a group of people. While dealing directly with his experiences coaching basketball, Coach K's advice expands to all aspects of life where we work with other people. This book is inspirational, insightful, and practical, written by one of the most genuine and admired coaches in sports.

I enjoyed reading this book. It is of course all about basketball and about coaching young men to get to peak performance. But I was impressed by the degree of emotional intelligence that Coach K described in working out what would be the best strategy to motivate both the team in difficult situations and individuals to get them to perform to the best of their ability for both their sake and that of the team. That to be honest seems to me what makes him such a successful coach - his ability to tailor his approach to maximize motivational impact. This is something that many of us could learn from to be more successful leaders.

I attended Duke from 1987 to 1991. In all four basketball seasons, Coach Krzyzewski led the Duke Blue Devils Basketball team to four straight Final Fours. In 1991, Coach K and the Duke basketball team won the final game of the NCAA tournament and became National Champions. Duke basketball was very magical to me in those four years to say the least. Coach Krzyzewski relates a lot of different ideas and practices to how to lead a team. He speaks of the team being like a fist where when all "fingers" or players are united they are stronger than when alone. He also talks about the way he focuses for a game. It is interesting that Coach K stated that he coached each team differently due to different characteristics of each team. He shows the ability to adapt to changing situations and to different crises that he details in the book. Another interesting idea is the trust and a feeling of family that bonds between coach and players. He shows this with events that occur on and off the basketball court. Another point Coach K makes is that he tells the reader that success should be determined internally in a team and not from an external source. Especially interesting and moving is when he speaks of his friendship with Coach Jim Valvano of NC State in the time that Coach Valvano was struggling with cancer. After finishing the book, it is easy to see why Coach K has such success in collegiate basketball. He is definitely a winner in many aspects. Coach Krzyzewski writes in a very simple and straightforward manner and gives ideas of leadership that should be standard in any successful organization.

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