

Harold Geneen Quotes

*Business, People, Management, Leadership, Running, Work, Happiness,
Performances, Reality, Men, Attitude, Decision, Vanity, Inspiration, Ninety Nine,
Manage, Momentum, Graduation, Negative, Self*

The five essential entrepreneurial skills for success are concentration, discrimination, organization, innovation and communication.

~Harold Geneen

In the business world, everyone is paid in two coins: cash and experience. Take the experience first; the cash will come later.

~Harold Geneen

Uncertainty will always be part of the taking charge process.

~Harold Geneen

Leadership cannot really be taught. It can only be learned.

~Harold Geneen

Facts from paper are not the same as facts from people. The reliability of the people giving you the facts is as important as the facts themselves.

~Harold Geneen

Every company has two organizational structures: The formal one is written on the charts; the other is the everyday relationship of the men and women in the organization.

~Harold Geneen

I think it is an immutable law in business that words are words, explanations are explanations, promises are promises, but only performance is reality

~Harold Geneen

A true leader has to have a genuine open-door policy so that his people are not afraid to approach him for any reason.

~Harold Geneen

If your desk isn't cluttered, you probably aren't doing your job.

~Harold Geneen

Do you want my one-word secret of happiness? It's growth - - mental, financial you name it.

~Harold Geneen

It's better to take over and build upon an existing business than to start a new one.

~Harold Geneen

You read a book from beginning to end. You run a business the opposite way. You start with the end, and then you do everything you must to reach it.

~Harold Geneen

The best way to inspire people to superior performance is to convince them by everything you do and by your everyday attitude that you are wholeheartedly supporting them.

~Harold Geneen

Management manages by making decisions and by seeing that those decisions are implemented.

~Harold Geneen

It is much more difficult to measure non-performance than performance. Performance stands out like a ton of diamonds. Non-performance can almost always be explained away

~Harold Geneen

The highest art of professional management requires the literal ability to 'smell' a 'real fact' from all others.

~Harold Geneen

The professional's grasp of the numbers is a measure of the control he

has over the events that the figures represent.

~Harold Geneen

You can know a person by the kind of desk he keeps. If the president of a company has a clean desk then it must be the executive vice president who is doing all the work.

~Harold Geneen

We must not be hampered by yesterday's myths in concentrating on today's needs.

~Harold Geneen

Performance stands out like a ton of diamonds. Nonperformance can always be explained away.

~Harold Geneen

You can't run a business or anything else on a theory.

~Harold Geneen

Management must manage!

~Harold Geneen

Ninety-nine percent of all surprises in business are negative.

~Harold Geneen

In a good meeting there is a momentum that comes from the spontaneous exchange of fresh ideas and produces extraordinary results. That momentum depends on the freedom permitted the participants.

~Harold Geneen

Business is many things, the least of which is the balance sheet. It is a fluid, ever changing, living thing, sometimes building to great peaks, sometimes falling to crumbled lumps.

~Harold Geneen

It is much more difficult to measure nonperformance than performance.

~Harold Geneen

Managers in all too many American companies do not achieve the desired results because nobody makes them do it.

~Harold Geneen

Better a good decision quickly than the best decision too late.

~Harold Geneen

Management must have a purpose, a dedication and that dedication must have an emotional commitment. It must be built in as a vital part of the personality of anyone who truly is a manager.

~Harold Geneen

When I come upon a man who has a gleaming, empty, clear desktop, I am dealing with a fellow who is so far removed from the realities of his business that someone else is running it for him.

~Harold Geneen

If you keep working you'll last longer. I'd hate to spend the rest of my life trying to outwit an 18-inch fish.

~Harold Geneen

In the business world, everyone is always working at legitimate cross purposes, governed by self interest.

~Harold Geneen

What you manage in business is people

~Harold Geneen

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