

Jack Welch Quotes

*Inspirational, People, Team, Leader, Ideas, Jobs, Winning, Thinking,
Leadership, Organization, Real, Important, Simple, Believe, Business, Running,
Games, Opportunity, Motivational, Self Confidence*

I might not be the brightest bulb in the chandelier, but I'm pretty good at getting most of the other bulbs to light up.

~Jack Welch

Be candid with everyone.

~Jack Welch

Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others.

~Jack Welch

Change before you have to.

~Jack Welch

If you don't have a competitive advantage, don't compete.

~Jack Welch

Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion.

~Jack Welch

On the face of it, shareholder value is the dumbest idea in the world.

~Jack Welch

Shareholder value is a result, not a strategy. Your main constituencies are your employees, your customers and your products.

~Jack Welch

If the rate of change on the outside exceeds the rate of change on the inside, the end is near.

~Jack Welch

Willingness to change is a strength, even if it means plunging part of

the company into total confusion for a while.

~Jack Welch

An organization's ability to learn, and translate that learning into action rapidly, is the ultimate competitive advantage.

~Jack Welch

A leader's job is to look into the future and see the organization, not as it is, but as it should be

~Jack Welch

Companies don't give job security. Only satisfied customers do.

~Jack Welch

Great leaders love to see people grow. The day you are afraid of them being better than you is the day you fail as a leader.

~Jack Welch

Globalization has changed us into a company that searches the world, not just to sell or to source, but to find intellectual capital - the world's best talents and greatest ideas.

~Jack Welch

The 3Ss of Winning in business are speed, simplicity, and self-confidence.

~Jack Welch

Business is a game, and as with all games, the team that puts the best people on the field and gets them playing together wins. It's that simple.

~Jack Welch

The essence of competitiveness is liberated when we make people believe that what they think and do is important - and then get out of

their way while they do it.

~Jack Welch

Keep learning; don't be arrogant by assuming that you know it all, that you have a monopoly on the truth; always assume that you can learn something from someone else.

~Jack Welch

Control your own destiny or someone else will.

~Jack Welch

The most important job you have is growing your people, giving them a chance to reach their dreams.

~Jack Welch

Face reality as it is, not as it was or as you wish it to be.

~Jack Welch

The secret of success is changing the way you think.

~Jack Welch

If work is just going in every day and getting a check, it's an ugly life. When you can make work a meaningful purpose, you've hit the jackpot for people.

~Jack Welch

No company, small or large, can win over the long run without energized employees who believe in the mission and understand how to achieve it.

~Jack Welch

There's no such thing as work-life balance. There are work-life choices, and you make them, and they have consequences.

~Jack Welch

Strategy is not a lengthy action plan. It is the evolution of a central idea through continually changing circumstances.

~Jack Welch

You got to be rigorous in your appraisal system. The biggest cowards are managers who don't let people know where they stand.

~Jack Welch

In real life, strategy is actually very straightforward. You pick a general direction and implement like hell.

~Jack Welch

If you pick the right people and give them the opportunity to spread their wings and put compensation as a carrier behind it you almost don't have to manage them.

~Jack Welch

The world belongs to passionate driven people.

~Jack Welch

Protecting underperformers always backfires.

~Jack Welch

Number one, cash is king... number two, communicate... number three, buy or bury the competition.

~Jack Welch

It's the internet like the flu - it just spreads like crazy.

~Jack Welch

Never miss out on an opportunity like a good recession.

~Jack Welch

The team with the best players usually does win - this is why you need

to invest the majority of your time and energy in developing your people.

~Jack Welch

A leader's role is not to control people or stay on top of things, but rather to guide, energize and excite.

~Jack Welch

Take time to get to know people. Understand where they are coming from, what is important to them. Make sure they are with you.

~Jack Welch

Excellence and competitiveness aren't incompatible with honesty and integrity.

~Jack Welch

When you were made a leader you weren't given a crown, you were given the responsibility to bring out the best in others.

~Jack Welch

Any company trying to compete...must figure out a way to engage the mind of every employee.

~Jack Welch

I've learned that mistakes can often be as good a teacher as success.

~Jack Welch

Cash is king. Get every drop of cash you can get and hold onto it.

~Jack Welch

Someone, somewhere has a better idea.

~Jack Welch

The team with the best players wins.

~Jack Welch

The Internet is the Viagra of big business.

~Jack Welch

Every employee, not just the senior people, should know how a company is doing.

~Jack Welch

The most important quality of leadership is intellectual honesty. The reality principle - the ability to see the world as it really is, not as you wish it were.

~Jack Welch

Don't lose yourself on the way to the top.

~Jack Welch

Lack of candor blocks smart ideas, fast action, and good people contributing all the stuff they've got. It's a killer.

~Jack Welch

Nothing of any importance has ever been accomplished by a pessimist.

~Jack Welch

Does coaching work? Yes. Good coaches provide a truly important service. They tell you the truth when no one else will.

~Jack Welch

As a leader, your job is to energize people around the mission and vision you've articulated.

~Jack Welch

Leaders relentlessly upgrade their team, using every encounter as an

opportunity to evaluate, coach, and build self-confidence.

~Jack Welch

One of the jobs of a manager is to instill confidence, pump confidence into your people. And when you've got somebody who's raring to go and you can smell it and feel it, give 'em that shot.

~Jack Welch

If I had to run a company on three measures, those measures would be customer satisfaction, employee satisfaction and cash flow.

~Jack Welch

Arrogance is a killer, and wearing ambition on one's sleeve can have the same effect. There is a fine line between arrogance and self-confidence.

~Jack Welch

You are not a leader to win a popularity contest-you are a leader to lead.

~Jack Welch

HR should be every company's killer app. What could possibly be more important than who gets hired?

~Jack Welch

Some people have better ideas than others; some are smarter or more experienced or more creative. But everyone should be heard and respected.

~Jack Welch

Giving people self-confidence is by far the most important thing that I can do. Because then they will act.

~Jack Welch

Simple messages travel faster, simpler designs reach the market faster and the elimination of clutter allows faster decision making.

~Jack Welch

Ideally, the star will be replaced within eight hours. This sends the message that no single individual is bigger than the company.

~Jack Welch

All of management is about self-confidence

~Jack Welch

For a large organization to be effective, it must be simple.

~Jack Welch

People aren't the same. Business is, in my opinion, all about the team that fields the best players. It's not about an idea. An idea goes away. Somebody catches up with it. It's not about a widget.

~Jack Welch

Strong managers who make tough decisions to cut jobs provide the only true job security in today's world. Weak managers are the problem. Weak managers destroy jobs.

~Jack Welch

If your CFO is more important than your CHRO (Chief Human Resource Officer) you're nuts!

~Jack Welch

The productivity now at universities is terrible. Tenure is a terrible idea. It keeps them around forever and they don't have to work hard.

~Jack Welch

We know where most of the creativity, the innovation, the stuff that drives productivity lies - in the minds of those closest to the work.

~Jack Welch

Management is all about managing in the short term, while developing the plans for the long term.

~Jack Welch

When the amount of change externally exceeds the amount of change internally, the end is in sight.

~Jack Welch

Genuine leadership comes from the quality of your vision and your ability to spark others to extraordinary performance.

~Jack Welch

Don't make the process harder than it is.

~Jack Welch

Trust happens when leaders are transparent.

~Jack Welch

Leadership is helping other people grow and succeed. It is not just about you. It's all about them.... everyone deserves a chance.... you can never let yourself be a victim.

~Jack Welch

It is better to act too quickly than it is to wait too long.

~Jack Welch

Managers often hold on to resistors because of a specific skill set or because they've been around for a long time. Don't.

~Jack Welch

Getting every employee's mind into the game is a huge part of what a CEO job is all about. Taking everyone's best ideas and transferring

them to others is the secret. There's nothing more important.

~Jack Welch

When there's change, there's opportunity.

~Jack Welch

When employees underperform, a leader tells them so.

~Jack Welch

That's all managing is: just coming up with the right questions and getting the right answers.

~Jack Welch

You measure your people and you take action on those that don't measure up.

~Jack Welch

I don't feel under-taxed in any way at all.

~Jack Welch

If you have a reputation as a big, stiff bureaucracy, you're stuck.

~Jack Welch

You can't grow long-term if you can't eat short-term. Anybody can manage short. Anybody can manage long. Balancing those two things is what management is.

~Jack Welch

If you want risk taking, set an example yourself and reward and praise those that do.

~Jack Welch

The story about GE that hasn't been told is the value of an informal place. I think it's a big thought. I don't think people have ever figured out

that being informal is a big deal.

~Jack Welch

The hero is the one with ideas.

~Jack Welch

In difficult times your best must be hugged, loved, kissed, rewarded, paid - everything. And your worst must be the people that leave, because your best are going to take you to the next game.

~Jack Welch

No one can guarantee you a job other than satisfied customers. That's the only thing that works. Nothing creates work other than products and services you provide that create satisfied customers.

~Jack Welch

No vision is worth the paper it's printed on unless it is communicated constantly and reinforced with rewards.

~Jack Welch

If you're a leader and you're the smartest guy in the world - in the room, you've got real problems.

~Jack Welch

Nobody is too important to lead the initiative you say is important.

~Jack Welch

As a leader, you have no right to have any employee wonder how they fit in and where they are going.

~Jack Welch

Control your destiny or somebody will.

~Jack Welch

I believe social responsibility begins with a strong, competitive company. Only a healthy enterprise can improve and enrich the lives of people and their communities.

~Jack Welch

The best thing workers can bring to their jobs is a lifelong thirst for learning.

~Jack Welch

We bring together the best ideas - turning the meetings of our top managers into intellectual orgies.

~Jack Welch

In the end, your integrity is all you've got.

~Jack Welch

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