

Patrick Lencioni

Quotes

Teamwork, Team, Organization, People, Leadership, Simple, Healthy, Careers, Successful, Mistake, Real, Leader, Children, Focus, Inspiring, Strong, Thinking, Important, Groups, Jobs

If you could get all the people in an organization rowing in the same direction, you could dominate any industry, in any market, against any competition, at any time.

~Patrick Lencioni

Not finance. Not strategy. Not technology. It is teamwork that remains the ultimate competitive advantage, both because it is so powerful and so rare.

~Patrick Lencioni

Trust is knowing that when a team member does push you, they're doing it because they care about the team.

~Patrick Lencioni

Success is not a matter of mastering subtle, sophisticated theory but rather of embracing common sense with uncommon levels of discipline and persistence.

~Patrick Lencioni

Members of trusting teams admit weaknesses and mistakes, take risks in offering feedback and assistance, and focus time and energy on important issues, not politics.

~Patrick Lencioni

When there is trust, conflict becomes nothing but the pursuit of truth, an attempt to find the best possible answer.

~Patrick Lencioni

Remember teamwork begins by building trust. And the only way to do that is to overcome our need for invulnerability.

~Patrick Lencioni

Great teams do not hold back with one another. They are unafraid to air their dirty laundry. They admit their mistakes, their weaknesses, and

their concerns without fear of reprisal.

~Patrick Lencioni

If you're not interested in getting better, it's time for you to stop leading.

~Patrick Lencioni

It's as simple as this. When people don't unload their opinions and feel like they've been listened to, they won't really get on board.

~Patrick Lencioni

A functional team must make the collective results of the group more important to each individual than individual members' goals.

~Patrick Lencioni

Failing to hold someone accountable is ultimately an act of selfishness.

~Patrick Lencioni

Building a strong team is both possible and remarkably simple. But is painfully difficult.

~Patrick Lencioni

Trust is the foundation of real teamwork (there is nothing touchy-feely about this).

~Patrick Lencioni

If everything is important, then nothing is.

~Patrick Lencioni

The vast majority of organizations today have more than enough intelligence, experience and knowledge to be successful. What they lack is organizational health.

~Patrick Lencioni

Team members who are not genuinely open with one another about

their mistakes and weaknesses make it impossible to build a foundation for trust.

~Patrick Lencioni

Choose your companions before you choose your road.

~Patrick Lencioni

It is dangerous if our identity as a leader becomes more important than our identity as a child of God.

~Patrick Lencioni

Building a cohesive leadership team is the first critical step that an organization must take if it is to have the best chance at success.

~Patrick Lencioni

People will walk through fire for a leader that's true and human.

~Patrick Lencioni

Organizational health is the single greatest competitive advantage in any business.

~Patrick Lencioni

No action, activity, or process is more central to a healthy organization than the meeting

~Patrick Lencioni

Really great people rarely leave a healthy organization.

~Patrick Lencioni

A job is bound to be miserable if it doesn't involve measurement.

~Patrick Lencioni

Politics is when people choose their words and actions based on how they want others to react rather than based on what they really think.

~Patrick Lencioni

Like a good marriage, trust on a team is never complete; it must be maintained over time.

~Patrick Lencioni

The key ingredient to building trust is not time. It is courage.

~Patrick Lencioni

When you know your reason for existence, it should effect the decisions you make.

~Patrick Lencioni

An organization has integrityâ€™is healthyâ€™when it is whole, consistent, and complete, that is, when its management, operations, strategy, and culture fit together and make sense.

~Patrick Lencioni

As a leader, you're probably not doing a good job unless your employees can do a good impression of you when you're not around.

~Patrick Lencioni

A core value is something you're willing to get punished for.

~Patrick Lencioni

Team members have to be focused on the collective good of the team. Too often, they focus their attention on their department, their budget, their career aspirations, their egos.

~Patrick Lencioni

On a team, trust is all about vulnerability, which is difficult for most people.

~Patrick Lencioni

All things to all people is nothing to everyone.

~Patrick Lencioni

Leaders must display their humanness. Those under their authority must be empowered & have the courage to engage in honest dialogue.

~Patrick Lencioni

Experiential team exercises can be valuable tools for enhancing teamwork as long as they are layered upon more fundamental and relevant processes.

~Patrick Lencioni

The only real payoff for leadership is eternal.

~Patrick Lencioni

Success comes only for those groups that overcome the all-too-human behavioral tendencies that corrupt teams and breed dysfunctional politics within them.

~Patrick Lencioni

. . . his biggest problem was his need for a problem.

~Patrick Lencioni

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