

Peter Drucker Quotes

*People, Business, Organization, Inspirational, Leadership, Jobs, Opportunity,
Decision, Men, Innovation, Years, Thinking, Needs, Change, Leader, Important,
Responsibility, Motivational, Mean, Knowledge*

The most important thing in communication is hearing what isn't said.

~Peter Drucker

Management is doing things right; leadership is doing the right things.

~Peter Drucker

The greatest danger in times of turbulence is not the turbulence; it is to act with yesterday's logic.

~Peter Drucker

Only three things happen naturally in organizations: friction, confusion, and underperformance. Everything else requires leadership.

~Peter Drucker

Culture eats strategy for breakfast.

~Peter Drucker

If you want something new, you have to stop doing something old

~Peter Drucker

What gets measured gets managed.

~Peter Drucker

The best way to predict the future is to create it.

~Peter Drucker

The leader of the past was a person who knew how to tell. The leader of the future will be a person who knows how to ask.

~Peter Drucker

Effective leadership is not about making speeches or being liked; leadership is defined by results not attributes.

~Peter Drucker

The key to greatness is to look for people's potential and spend time developing it.

~Peter Drucker

The purpose of information is not knowledge. It is being able to take the right action.

~Peter Drucker

The entrepreneur always searches for change, responds to it, and exploits it as an opportunity.

~Peter Drucker

The relevant question is not simply what shall we do tomorrow, but rather what shall we do today in order to get ready for tomorrow.

~Peter Drucker

Follow effective action with quiet reflection. From the quiet reflection will come even more effective action.

~Peter Drucker

Strategy is a commodity, execution is an art.

~Peter Drucker

The only real difference between one organization and another is the performance of its people.

~Peter Drucker

Plans are only good intentions unless they immediately degenerate into hard work.

~Peter Drucker

The task of leadership is to create an alignment of strengths so strong that it makes the system's weaknesses irrelevant.

~Peter Drucker

The leader sees leadership as responsibility rather than as rank and privilege.

~Peter Drucker

The critical question is not "How can I achieve?" but "What can I contribute?"

~Peter Drucker

The best way to predict our future is to create it.

~Peter Drucker

There is nothing so useless as doing efficiently that which should not be done at all.

~Peter Drucker

Quality in a service or product is not what you put into it. It is what the client or customer gets out of it.

~Peter Drucker

The only skill that will be important in the 21st century is the skill of learning new skills. Everything else will become obsolete over time.

~Peter Drucker

There are two types of people in the business community: those who produce results and those who give you reasons why they didn't.

~Peter Drucker

Leadership is lifting a person's vision to high sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations.

~Peter Drucker

If you have more than five goals, you have none.

~Peter Drucker

The talk you hear about adapting to change is not only stupid, it's dangerous. The only way you can manage change is to create it.

~Peter Drucker

Whenever you see a successful business, someone once made a courageous decision.

~Peter Drucker

Mission defines strategy, and strategy defines structure.

~Peter Drucker

Doing the right thing is more important than doing the thing right.

~Peter Drucker

A man should never be appointed into a managerial position if his vision focuses on people's weaknesses rather than on their strengths.

~Peter Drucker

Adequacy is the enemy of excellence.

~Peter Drucker

Change is the norm; unless an organization sees that its task is to lead change, that organization will not survive.

~Peter Drucker

Making good decisions is a crucial skill at every level.

~Peter Drucker

Of all the decisions an executive makes, none is as important as the decisions about people, because they determine the performance capacity of the organization.

~Peter Drucker

Meetings are a symptom of bad organization. The fewer meetings the

better.

~Peter Drucker

The concept of profit maximization is, in fact, meaningless.

~Peter Drucker

Profit for a company is like oxygen for a person. If you don't have enough of it, you're out of the game. But if you think your life is about breathing, you're really missing something.

~Peter Drucker

Morale in an organization does not mean that "people get along together"; the test is performance not conformance.

~Peter Drucker

Leaders grow; they are not made.

~Peter Drucker

The problem in my life and other people's lives is not the absence of knowing what to do but the absence of doing it.

~Peter Drucker

Listening (the first competence of leadership) is not a skill, it is a discipline. All you have to do is keep your mouth shut.

~Peter Drucker

If you can't measure it, you can't change it.

~Peter Drucker

The aim of marketing is to make selling superfluous.

~Peter Drucker

More business decisions occur over lunch and dinner than at any other time, yet no MBA courses are given on the subject.

~Peter Drucker

Since we live in an age of innovation, a practical education must prepare a man for work that does not yet exist and cannot yet be clearly defined.

~Peter Drucker

The purpose of a business is to create a customer.

~Peter Drucker

Once the facts are clear the decisions jump out at you.

~Peter Drucker

Trust is congruence between what you say and what you do.

~Peter Drucker

Listening is not a skill; it is a discipline.

~Peter Drucker

The aim of marketing is to know and understand the customer so well the product or service fits him and sells itself.

~Peter Drucker

People who don't take risks generally make about two big mistakes a year. People who do take risks generally make about two big mistakes a year.

~Peter Drucker

To make a living is no longer enough. Work also has to make a life.

~Peter Drucker

Focus on opportunities, not problems.

~Peter Drucker

There is nothing worse than doing the wrong thing well.

~Peter Drucker

Do first things first, and second things not at all.

~Peter Drucker

Now that knowledge is taking the place of capital as the driving force in organizations worldwide, it is all too easy to confuse data with knowledge and information technology with information.

~Peter Drucker

Knowledge has to be improved, challenged, and increased constantly, or it vanishes.

~Peter Drucker

You cannot build performance on weaknesses. You can build only on strengths.

~Peter Drucker

Large organizations cannot be versatile. A large organization is effective through its mass rather than through its agility. Fleas can jump many times their own height, but not an elephant.

~Peter Drucker

It's amazing how many things busy people are doing that never will be missed.

~Peter Drucker

No one learns as much about a subject as one who is forced to teach it.

~Peter Drucker

Every time you do something that is important, write down what you expect will happen.

~Peter Drucker

Marketing and innovation make money. Everything else is a cost.

~Peter Drucker

Most leaders don't need to learn what to do. They need to learn what to stop.

~Peter Drucker

Knowledge is the source of Wealth. Applied to tasks we already know, it becomes Productivity. Applied to tasks that are new, it becomes Innovation.

~Peter Drucker

Here I am, fifty-eight, and I still don't know what I'm going to be when I grow up.

~Peter Drucker

To make the future demands courage. It demands work. But it also demands faith.

~Peter Drucker

What's measured improves

~Peter Drucker

We now accept the fact that learning is a lifelong process of keeping abreast of change. And the most pressing task is to teach people how to learn.

~Peter Drucker

If there is any one secret of effectiveness, it is concentration. Effective executives do first things first and they do one thing at a time.

~Peter Drucker

Most of what we call management consists of making it difficult for people to get their work done.

~Peter Drucker

It is willingness of people to give of themselves over and above the demands of the job that distinguishes the great from the merely adequate.

~Peter Drucker

Company cultures are like country cultures. Never try to change one. Try, instead, to work with what you've got.

~Peter Drucker

One cannot manage change. One can only be ahead of it.

~Peter Drucker

Any organisation develops people; it either forms them or deforms them.

~Peter Drucker

As a manager you're paid to be uncomfortable. If you're comfortable, it's a sure sign you're doing things wrong.

~Peter Drucker

There is the risk you cannot afford to take, and there is the risk you cannot afford not to take.

~Peter Drucker

Leadership is defined by results not attributes.

~Peter Drucker

Management is not being brilliant. Management is being conscientious.

~Peter Drucker

If you want to know what the future is, be part of its development.

~Peter Drucker

Replace your pursuit of success with the pursuit of contribution.

~Peter Drucker

Management by objective works - if you know the objectives. Ninety percent of the time you don't.

~Peter Drucker

Time is the scarcest resource and unless it is managed nothing else can be managed.

~Peter Drucker

Results are obtained by exploiting opportunities, not by solving problems.

~Peter Drucker

Meetings are by definition a concession to deficient organization. For one either meets or one works.

~Peter Drucker

Customers pay only for what is of use to them and gives them value. Nothing else constitutes quality.

~Peter Drucker

Effective people are not problem minded; they're opportunity-minded. They feed opportunities and starve problems. They think preventively.

~Peter Drucker

Profitability is the sovereign criterion of the enterprise.

~Peter Drucker

The only thing we know about the future is that it will be different.

~Peter Drucker

Knowledge people and service people learn the most when they teach .

~Peter Drucker

In today's economy, the most important resource is no longer labor, capital or land; it is knowledge

~Peter Drucker

To make knowledge productive, we will have to learn to see both forest and tree. We will have to learn to connect.

~Peter Drucker

The successful person places more attention on doing the right thing rather than doing things right.

~Peter Drucker

Every organization has to prepare for the abandonment of everything it does.

~Peter Drucker

The better a man is the more mistakes will he make - for the more new things he will try.

~Peter Drucker

In the Western tradition, we have focused on teaching as a skill and forgotten what Socrates knew: teaching is a gift, learning is a skill.

~Peter Drucker

My greatest strength as a consultant is to be ignorant and ask a few questions.

~Peter Drucker

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