

Rosabeth Moss Kanter

Quotes

People, Opportunity, Winning, Leadership, Leader, Organization, Ideas, Power, Innovation, Confidence, Inspirational, Goal, Business, Expectations, Change, Support, Vision, Team, Thinking, Optimism

One of the symptoms of a losing streak is a turnover of top executives. It's a revolving door.

~Rosabeth Moss Kanter

Change is a threat when done to me, but an opportunity when done by me.

~Rosabeth Moss Kanter

A vision is not just a picture of what could be; it is an appeal to our better selves, a call to become something more.

~Rosabeth Moss Kanter

Too many people let others stand in their way and don't go back for one more try.

~Rosabeth Moss Kanter

Leaders are more powerful role models when they learn than when they teach.

~Rosabeth Moss Kanter

The middle of every successful project looks like a disaster.

~Rosabeth Moss Kanter

The most radical thing we can do is connect people to one another. That starts conversations toward a vision for change.

~Rosabeth Moss Kanter

Mindless habitual behavior is the enemy of innovation.

~Rosabeth Moss Kanter

I've found that small wins, small projects, small differences often make huge differences.

~Rosabeth Moss Kanter

I've been looking at companies that are on a positive path vs. a negative path and I've come to use the language of sports, winning streaks and losing streaks.

~Rosabeth Moss Kanter

Everything looks like a failure in the middle. In nearly every change project, doubt is cast on the original vision because problems are mounting and the end is nowhere in sight.

~Rosabeth Moss Kanter

Leaders must wake people out of inertia. They must get people excited about something they've never seen before, something that does not yet exist.

~Rosabeth Moss Kanter

People who are making decisions about the future often don't have access to some of the best ideas in the company, which may be at the periphery or at lower levels.

~Rosabeth Moss Kanter

Innovative organizations provide the freedom to act which arouses the desire to act.

~Rosabeth Moss Kanter

The Martha Stewart trial makes clear how far women have risen in the business world. America can be proud of our equal-opportunity prosecution and conviction.

~Rosabeth Moss Kanter

Leaders must pick causes they won't abandon easily, remain committed despite setbacks, and communicate their big ideas over and over again in every encounter.

~Rosabeth Moss Kanter

Everything looks like a failure in the middle.

~Rosabeth Moss Kanter

To stay ahead, you must have your next idea waiting in the wings.

~Rosabeth Moss Kanter

... people are capable of more than their organizational positions ever give them the tools or the time or the opportunity to demonstrate.

~Rosabeth Moss Kanter

It takes courage to speak up against complacency and injustice while others remain silent. But that's what leadership is.

~Rosabeth Moss Kanter

The architecture of change involves the design and construction of new patterns, or the reconceptualization of old ones, to make new, and hopefully more productive, actions possible.

~Rosabeth Moss Kanter

Passion for a goal doesn't guarantee success, but without it, you can't even begin.

~Rosabeth Moss Kanter

Power is the ability to get things done

~Rosabeth Moss Kanter

If world problems feel too big to tackle, think small. Step by step. Small wins build confidence, lead the way to change.

~Rosabeth Moss Kanter

Confidence makes you willing to try harder and attracts the kind of support from others that makes "winning" possible.

~Rosabeth Moss Kanter

The boomers' biggest impact will be on eliminating the term 'retirement' and inventing a new stage of life... the new career arc.

~Rosabeth Moss Kanter

Powerlessness corrupts: absolute powerlessness corrupts absolutely.

~Rosabeth Moss Kanter

The degree to which the opportunity to use power effectively is granted to or withheld from individuals is one operative difference between those companies which stagnate and those which innovate.

~Rosabeth Moss Kanter

Our future will be shaped by the assumptions we make about who we are and what we can be.

~Rosabeth Moss Kanter

Confidence isn't optimism or pessimism, and it's not a character attribute. It's the expectation of a positive outcome.

~Rosabeth Moss Kanter

Confidence is the bridge connecting expectations and performance, investment and results.

~Rosabeth Moss Kanter

Change is like putting lipstick on a bulldog. The bulldog's appearance hasn't improved, but now it's really angry.

~Rosabeth Moss Kanter

Change demands new learning.

~Rosabeth Moss Kanter

The very lack of opportunity the group faces creates a self-defeating cycle and puts pressure on members to limit their aspirations.

~Rosabeth Moss Kanter

I was determined to achieve the total freedom that our history lessons taught us we were entitled to, no matter what the sacrifice.

~Rosabeth Moss Kanter

The goal of winning is not losing two times in a row.

~Rosabeth Moss Kanter

A self-reinforcing upward spiral: performance stimulating pride stimulating performance.

~Rosabeth Moss Kanter

Sometimes you lose - perhaps because you play against the very best, or because surprises happen - but if there is organizational confidence, you bounce back from losses and convert them to successes.

~Rosabeth Moss Kanter

The importance of discretion increases with closeness to the top of a hierarchical organization.

~Rosabeth Moss Kanter

Friendly people are caring people, eager to provide encouragement and support when needed most.

~Rosabeth Moss Kanter

A great idea is not enough.

~Rosabeth Moss Kanter

Creativity does not derive from order but from the attempt to impose order where it does not exist, to make new connections.

~Rosabeth Moss Kanter

Winning becomes easier over time as the cornerstones of confidence become habits.

~Rosabeth Moss Kanter

A basic truth of management - if not of life - is that nearly everything looks like a failure in the middle.

~Rosabeth Moss Kanter

It is crucial to recognize, reward, and celebrate accomplishments.

~Rosabeth Moss Kanter

Power stems from 'rainmaking,' as law firms put it: the ability to bring resources into the company.

~Rosabeth Moss Kanter

Confidence is the sweet spot between arrogance and despair-consisting of positive expectations for favorable outcomes.

~Rosabeth Moss Kanter

Nations need to understand their own strengths and weaknesses, and India's tradition of dissent and democratic debate is a positive aspect.

~Rosabeth Moss Kanter

Leadership is one of the most enduring, universal human responsibilities.

~Rosabeth Moss Kanter

In the most innovative companies there is a significantly higher volume of thank yous than in companies of low innovation.

~Rosabeth Moss Kanter

Corporate men and women, once divided by striking differences in opportunity for career growth, have come to share career chaos.

~Rosabeth Moss Kanter

Power is America's last dirty word. It is easier to talk about money - and much easier to talk about sex - than it is to talk about power.

~Rosabeth Moss Kanter

Money should never be separated from values. Detached from values it may indeed be the root of all evil. Linked effectively to social purpose it can be the root of opportunity.

~Rosabeth Moss Kanter

You can always buy something in English, you can't always sell something in English.

~Rosabeth Moss Kanter

Innovation is an outgrowth of initiative, and initiative - taking positive actions in a belief that your actions can make a difference - is a big part of confidence.

~Rosabeth Moss Kanter

Thinkers, makers and traders are the DNA of the world class company

~Rosabeth Moss Kanter

Companies used to be able to function with autocratic bosses. We don't live in that world anymore.

~Rosabeth Moss Kanter

You've no future unless you add value, create projects.

~Rosabeth Moss Kanter

No" is always an easier stand than "Yes.

~Rosabeth Moss Kanter

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