

Simon Sinek

Quotes

People, Leader, Believe, Giving, Organization, Thinking, Inspire, Book, Jobs, Responsibility, Want, Trying, Care, Ideas, Helping, Goal, Sacrifice, Needs, Numbers, Writing

A team is not a group of people that work together. A team is a group of people that trust each other.

~Simon Sinek

Working hard for something we don't care about is called stress; working hard for something we love is called passion.

~Simon Sinek

Leadership is a way of thinking, a way of acting and, most importantly, a way of communicating.

~Simon Sinek

When we help ourselves, we find moments of happiness. When we help others, we find lasting fulfillment.

~Simon Sinek

The ability for a group of people to do remarkable things hinges on how well those people can pull together as a team.

~Simon Sinek

It is better to disappoint people with the truth than to appease them with a lie.

~Simon Sinek

A leader's job is not just to get the best out of their people-a leader's job is to make more leaders.

~Simon Sinek

Leadership is not about being in charge. Leadership is about taking care of those in your charge.

~Simon Sinek

Always plan for the fact that no plan ever goes according to plan.

~Simon Sinek

If you hire people just because they can do a job, they'll work for your money, but if they believe what you believe, they'll work for you with blood and sweat and tears.

~Simon Sinek

A leader's job is not to do the work for others; it's to help others figure out how to do it themselves, to get things done and to succeed beyond what they thought possible.

~Simon Sinek

When people are financially invested, they want a return. When people are emotionally invested, they want to contribute.

~Simon Sinek

People don't buy what you do; they buy why you do it and what you do simply proves what you believe.

~Simon Sinek

Life is beautiful not because of the things we see or do. Life is beautiful because of the people we meet.

~Simon Sinek

Achievement happens when we pursue and attain what we want. Success comes when we are in clear pursuit of *Why* we want it.

~Simon Sinek

The hardest part is starting. Once you get that out of the way, you'll find the rest of the journey much easier.

~Simon Sinek

There is a difference between listening and waiting for your turn to speak.

~Simon Sinek

People will do as they are told by someone who outranks them, but they will only follow someone they believe in.

~Simon Sinek

Don't quit. Never give up trying to build the world you can see, even if others can't see it. Listen to your drum and your drum only. It's the one that makes the sweetest sound.

~Simon Sinek

Work with people who believe what you believe.

~Simon Sinek

Generosity is doing something for someone else expecting nothing in return.

~Simon Sinek

Confidence is believing in yourself. Arrogance is telling others you're better than they are. Confidence inspires. Arrogance destroys.

~Simon Sinek

The goal is not to be perfect by the end. The goal is to be better today.

~Simon Sinek

Leadership is not a license to do less. Leadership is a responsibility to do more

~Simon Sinek

The difference between those who do and those who don't is that those who don't believe it when they are told they can't.

~Simon Sinek

Panic causes tunnel vision. Calm acceptance of danger allows us to more easily assess the situation and see the options.

~Simon Sinek

Offer your strengths to others and you'll be amazed how many people offer their strengths to you.

~Simon Sinek

Self confidence is the ability to exercise restraint in the face of disrespect and still show respect in response.

~Simon Sinek

Leaders don't complain about what's not working. Leaders celebrate what is working and work to amplify it.

~Simon Sinek

No matter when or where, always bring your 'A' game, because you never know when it will open doors for you.

~Simon Sinek

Pure pragmatism can't imagine a bold future. Pure idealism can't get anything done. It is the delicate blend of both that drives innovation.

~Simon Sinek

Leaders don't look for recognition from others, leaders look for others to recognize.

~Simon Sinek

Greatness is not born from one success. Greatness is born from persevering through the countless failed attempts that preceded.

~Simon Sinek

Dream big. Start small. But most of all, start.

~Simon Sinek

Give someone responsibility and they will do their best. Make them accountable and they will do even better.

~Simon Sinek

If you want to achieve anything in this world, you have to get used to the idea that not everyone will like you.

~Simon Sinek

Trust has two dimensions: competence and integrity. We will forgive mistakes of competence. Mistakes of integrity are harder to overcome.

~Simon Sinek

Profit isn't a purpose, it's a result. To have purpose means the things we do are of real value to others.

~Simon Sinek

True #leadership isn't the bastion of a few who sit at the top ... We all need to step up, take the risk and put our interests second-not always-but when it counts.

~Simon Sinek

The leaders who get the most out of their people are the leaders who care most about their people.

~Simon Sinek

Great leaders must have two things: a vision of the world that does not yet exist and the ability to communicate that vision clearly.

~Simon Sinek

Words may inspire but only action creates change.

~Simon Sinek

Stand for people. Not a product or service or metric or number. If we stand for real, living, breathing people, we will change the world.

~Simon Sinek

Great leaders are willing to sacrifice the numbers to save the people. Poor leaders sacrifice the people to save the numbers.

~Simon Sinek

Great leaders don't blame the tools they are given. Great leaders work to sharpen them.

~Simon Sinek

The quality of a leader cannot be judged by the answers he gives, but by the questions he asks.

~Simon Sinek

Leadership is not about the next election, it's about the next generation.

~Simon Sinek

There are only two ways to influence human behavior: you can manipulate it or you can inspire it.

~Simon Sinek

Our vision is only actionable if we share it. Without sharing, it's just a figment of our imagination.

~Simon Sinek

When you compete against everyone else, no one wants to help you. But when you compete against yourself, everyone wants to help you.

~Simon Sinek

What you do is proof of what you believe.

~Simon Sinek

A small team, committed to a cause bigger than themselves, can achieve absolutely anything.

~Simon Sinek

I have friends who are majorly into the cosplay culture and have urged

me to go to a convention for no other reason than to meet others like me.

~Simon Sinek

We should invest in people not ideas. A good idea is often destroyed by bad people and good people can always make a bad idea better.

~Simon Sinek

Communication is not about speaking what we think. Communication is about ensuring others hear what we mean.

~Simon Sinek

A leader is the one who speaks last and acts first.

~Simon Sinek

Authenticity is more than speaking; Authenticity is also about doing. Every decision we make says something about who we are.

~Simon Sinek

Focus on long term success but be willing to make short term adjustments to get there

~Simon Sinek

If you can clearly articulate the dream or the goal, start.

~Simon Sinek

Listening is not understanding the words of the question asked, listening is understanding why the question was asked in the first place.

~Simon Sinek

Any great and inspiring leader or organization that ever existed set out to do something completely unrealistic.

~Simon Sinek

We very often confuse personality with leadership.

~Simon Sinek

Knowledge is understanding based on what has been studied and learned. Wisdom is understanding based on what has been felt and experienced.

~Simon Sinek

A boss who micromanages is like a coach who wants to get in the game. Leaders guide and support and then sit back to cheer from the sidelines.

~Simon Sinek

When we point to obstacles we inhibit progress. When we offer solutions we advance.

~Simon Sinek

The value of our lives is not determined by what we do for ourselves. The value of our lives is determined by what we do for others.

~Simon Sinek

I don't enjoy eating humble pie; it never tastes good. But I do appreciate it when it happens.

~Simon Sinek

The goal is not to do business with everybody who needs what you have. The goal is to do business with people who believe what you believe.

~Simon Sinek

Some see risk as a reason not to try. Some see it as an obstacle to overcome. The risk is the same; to try or not depends on your perspective.

~Simon Sinek

Those in pursuit of Why are inspired to do what is right. Those in pursuit of What are driven to do what is easy.

~Simon Sinek

The responsibility of leadership is not to come up with all the ideas but to create an environment in which great ideas can thrive.

~Simon Sinek

Hearing is listening to what is said. Listening is hearing what isn't said.

~Simon Sinek

Trust emerges when we have a sense that another person or organization is driven by things other than their own self-gain.

~Simon Sinek

A star wants to see himself rise to the top. A leader wants to see those around him rise to the top.

~Simon Sinek

If you sell what you do, you're a vendor. If you sell why you do it, you're a brand.

~Simon Sinek

No one knows everything. But together, we know a whole lot.

~Simon Sinek

The single best machine to measure trust is a human being. We haven't figured out a metric that works better than our own sort of, like, 'There's something fishy about you.'

~Simon Sinek

WHY did we start doing WHAT we're doing in the first place, and WHAT can we do to bring our cause to life considering all the technologies and market opportunities available today?

~Simon Sinek

Success comes when we wake up every day in that never-ending pursuit of why we do what we do.

~Simon Sinek

The rank of office is not what makes someone a leader. Leadership is the choice to serve others with or without any formal rank.

~Simon Sinek

Safe is good for sidewalks and swimming pools, but life requires risk if we are to get anywhere.

~Simon Sinek

I don't care about convincing the people who think I'm naive or an idiot. I'm interested in how do I inspire the people who are open-minded that there's a different way of seeing the world.

~Simon Sinek

The cost of leadership is self-interest.

~Simon Sinek

Average companies give their people something to work on. The most innovative organizations give their people something to work toward.

~Simon Sinek

If you don't understand people, you don't understand business.

~Simon Sinek

Returning from work feeling inspired, safe, fulfilled and grateful is a natural human right to which we are all entitled and not a modern luxury that only a few lucky ones are able to find.

~Simon Sinek

The best ideas are the honest ones. Ones born out of personal experience. Ones that originated to help a few but ended up helping many.

~Simon Sinek

The goal is not simply to 'work hard, play hard.' The goal is to make our work and our play indistinguishable.

~Simon Sinek

Great leaders don't try to be perfect. They try to be themselves. And that's what makes them great.

~Simon Sinek

If you talk about what you believe, you will attract those who believe what you believe.

~Simon Sinek

Trust is built on telling the truth, not telling people what they want to hear.

~Simon Sinek

Inspire people to do the things that inspire them and, together, we can change our world.

~Simon Sinek

There is no decision that we can make that doesn't come with some sort of balance or sacrifice.

~Simon Sinek

Words may inspire, but only ACTION creates change. Most of us live our lives by accident - we live life as it happens. Fulfillment comes when we live our lives on purpose.

~Simon Sinek

A leader, first and foremost, is human. Only when we have the strength to show our vulnerability can we truly lead.

~Simon Sinek

When we tell people to do their jobs, we get workers. When we trust people to get the job done, we get leaders.

~Simon Sinek

We'd achieve more if we chase the dream instead of the competition.

~Simon Sinek

People don't buy what you do; they buy what you stand for.

~Simon Sinek

We have no choice, we must all die. How we live, however, is entirely of our choosing.

~Simon Sinek

If we inspire people, they will give us more than we asked for. If we manipulate them, they will give us exactly what we paid for

~Simon Sinek

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