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Peter Drucker born on

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consultant, educator

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For decades, Peter F. Drucker was widely regarded as "the dean of this country's business and management philosophers" (Wall Street Journal). In this concise and brilliant work, he looks to the most influential position in management - the

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executive. The
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executive, Drucker
reminds us, is the
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identifies the probing questions you need to ask to gain the insights essential for taking charge of your career. Peter Drucker was a writer, teacher, and consultant. His 34 books have been published in more than 70 languages. He founded the Peter F. Drucker Foundation for

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Drucker

The "H" in the H
factor stands for

"Honesty-Humility,"
one of the six basic
dimensions of the
human personality.

People who have high
levels of H are sincere
and modest; people
who have low levels
are deceitful and
pretentious. It isn't

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intuitively obvious that traits of honesty and humility go hand in hand, and until very recently the H factor hadn't been recognized as a basic dimension of personality. But scientific evidence shows that traits of honesty and humility form a unified group of personality traits,

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Separate from those

of the other five

groups identified

several decades ago.

This book, written by

the discoverers of the

H factor, explores the

scientific findings that

show the importance

of this personality

dimension in various

aspects of people's

lives: their

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power, and sex; their inclination to commit crimes or obey the law; their attitudes about society, politics, and religion; and their choice of friends and spouse. Finally, the book provides ways of identifying people who are low in the H factor, as well as advice on how to raise one's own level

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The measure of the executive, Peter Drucker reminds us, is the ability to 'get the right things done'. Usually this involves doing what other people have overlooked, as well as avoiding what is unproductive. He identifies five talents

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as essential to Peter F

effectiveness, and
these can be learned;

in fact, they must be
learned just as scales
must be mastered by
every piano student
regardless of his
natural gifts.

Intelligence,
imagination and
knowledge may all be
wasted in an
executive job without

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the acquired habits of mind that convert these into results.

One of the talents is the management of time. Another is choosing what to contribute to the particular organization. A third is knowing where and how to apply your strength to best effect. Fourth is setting up

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the right priorities.

And all of them must be knitted together by effective decision-

making. How these

can be developed

forms the main body

of the book. The

author ranges widely

through the annals of

business and

government to

demonstrate the

distinctive skill of the

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executive. He turns familiar experience upside down to see it in new perspective.

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World into a post-capitalist society. This transformation, which will not be completed until 2010 or 2020, has already changed the political, economic, social, and moral landscape of the world. The book reviews and revises the social, economic, and political history of the Age of Capitalism

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state. It argues that
the real and

controlling resource

and the absolutely

decisive 'factor of

production' is neither

capital, nor land, nor

labor. It is knowledge.

Instead of capitalists

and proletarians, the

classes of the post-

capitalist society are

knowledge workers

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and service workers.

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Japan and the newly developed countries on the mainland of Asia, rather than on the developing countries of the Third World. The areas of discussion—Society, Polity, and Knowledge—are arrayed in order of predictability.

In his sixty-five-year

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Consulting career, F

Peter F. Drucker,

widely regarded as

the father of modern

management,

identified eight

practices that can

make any executive

effective. Leadership

is not about charisma

or extroversion. It's

about these practices:

Effective executives

ask, "What needs to

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be done? They also ask, "What is right for the enterprise?" They develop action plans. They take responsibility for decisions. They take responsibility for communicating. They focus on opportunities rather than problems. They run productive meetings. And they think and say "we"

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