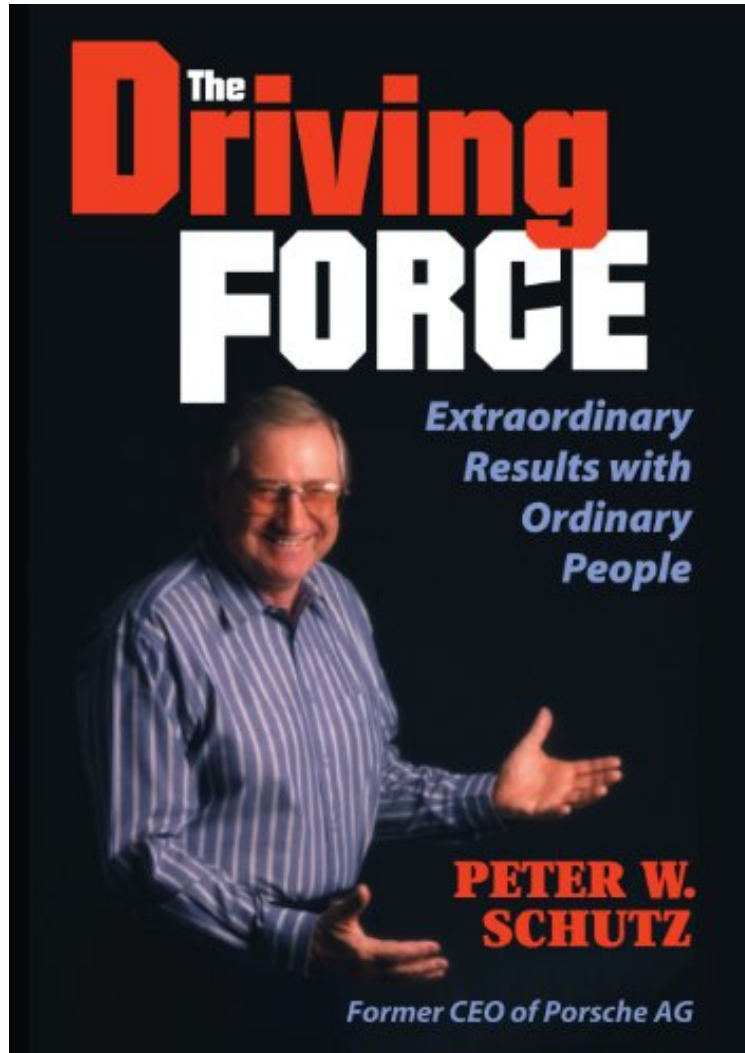


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The Driving Force: Extraordinary Results with Ordinary People

Peter W. Schutz

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Peter W. Schutz : The Driving Force: Extraordinary Results with Ordinary People before purchasing it in order to gage whether or not it would be worth my time, and all praised The Driving Force: Extraordinary Results with Ordinary People:

0 of 0 people found the following review helpful. Really good book for leaders to readBy A.B. AltalenaReally good book for leaders to read. I strongly recommend this book. I use so much of it to help build my managers to be better leaders by understanding the relationship between those with power (can give or not give cooperation) and those with authority (the who have the authority to legally say yes or no, but have no power.)0 of 0 people found the following review helpful. Brilliant adviceBy K. C. RamsayI've enjoyed being with Peter Schutz on two different occasions and been mesmerized and inspired by his ability to convey critical management truths with compelling stories. This book is "Good to Great" for the non-analytical crowd. It's a great idea to read both, but Schutz is the one I'll be

quoting. Unfortunately Peter is a better story teller than editor, and the book version tends to "go all over the place." The insertion of a series of glowing testimonials, originally collected for book jacket endorsements, have been inserted instead between chapters. Their inclusion suggests a man of towering ego, rather than the self deprecating, funny and completely human man I met in person. Regardless, unless you have an opportunity to spend some time with Peter face to face, I heartily endorse the book as a reasonable second choice. 0 of 0 people found the following review helpful. Four Stars By Martin Goldsmith Some very good thoughts about interacting with individuals and organizations.

Summary "People are the driving force in business." Peter Schutz, retired CEO of Porsche, AG., shares stories of how he used the same teamwork it took to build championship race cars to turn an ailing company around and restore it to prosperity and success. At race circuits he notes, the pit team "pays little attention to rank or position - I sometimes found myself being ordered to go fetch a tool or spare tire if I happened to be on hand. The team simply works together to get the job done as well as humanly possible, each person contributing to the best of his or her abilities. Imagine what might be accomplished if a company could run that way." "The Driving Force is my story. It is a story about a rather ordinary person who was able to accomplish some extraordinary things as a business leader."

About the Author Peter Schutz graduated from the Illinois Institute of Technology in Chicago, started his career at Caterpillar, and became VP of sales and service at Cummins Engine Company. Now operating his own company, Harris Schutz, Inc., he is a leadership mentor who speaks on management and marketing to business audiences worldwide.