



NO-COMPROMISE LEADERSHIP: A Higher Standard of Leadership Thinking and Behavior

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No-Compromise Leadership by Neil Ducoff

Book Demands Leaders Hold Themselves Accountable for Problems
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■ **Apr 13, 2009**

In No-Compromise Leadership, business consultant Neil Ducoff lays out a tough course for business leaders: take responsibility for everything that goes wrong, and fix it



In [No-Compromise Leadership: A Higher Standard of Leadership, Thinking and Behavior](#), Neil Ducoff sets out an uncompromising course for business managers and owners: the problems in any business start at the top, and must be fixed at the top as well. The author sweeps aside any excuses a leader may make about his business, and points the finger of blame squarely at the people in charge. The no-compromise style of leadership expects that each aspect of a business must be monitored and understood by its leadership in order for succeed, and articulates ways to transition from excuse-driven to results-driven manage

Compromise in the Workplace

The first section of the book will seem painfully familiar to many business managers, because types of lingering problems that hold businesses back. Ducoff talks about issues like:

- Managers not following procedures
- Owners that don't understand financial reports
- Employees that erode motivation
- Reports and tracking charts that are unread and unused

He lays the blame for falling short of high standards on the example set by a business' lead what should be obvious: employees are not motivated by slipshod management. Ducoff del as not settling for second-rate work, and to instead strive for excellence in each of what he business outcomes:" productivity, profitability, staff retention, and customer loyalty.

Ducoff finds himself defending the term "no compromise," explaining in the book that the int authoritarian. In addition to his own admission, this writer found a similar reaction whenever

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of the book with others. This would suggest that the name "No-Compromise Leadership" is in contradiction with the author's message, which warns against disenfranchising staff with attitude.

A Plan of Action

In a refreshing departure from most management books, Ducoff devotes an entire section to implement his ideas. It's clear that, as a business consultant, the author has seen companies trying out new management ideas, and realized that reading a book doesn't change a business out the same plan that he uses with his clients, discussing how to lead the change by example, transition on track, and monitor progress against a sample timeline. This book is head and shoulders above others about management for the sole reason that it gives the readers real strategies, not just to learn. Ducoff warns leaders to "keep their shields down" so that they don't backslide into

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Use of Jargon

No-Compromise Leadership sets itself apart with its valuable information, but it is still a book written with a lot of management and business jargon, including terms the author makes up "Neilisms" that appear throughout the volume. The language may make it tough going for some, but it doesn't do the book any favors. Most management books that rely heavily on jargon do so to obscure information, but this one doesn't need such gimmicks, because it's the real deal.

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