

Marshall Goldsmith is considered the number one leadership and executive coach and has won numerous awards for his work. Here are 21 quotes from Marshall Goldsmith from three of his most popular books. They contain wisdom from his life's experience in executive coaching for many top leaders including many of the Fortune 500 CEOs - using his own Marshall Goldsmith Stakeholder Centered Coaching methodology. The three books are listed below

What Got You Here Won't Get You There:

How Successful People Become Even More Successful - is the most popular book by Marshall Goldsmith

Triggers:

Sparkling positive change and making it last - is the second most popular book by Marshall Goldsmith

Mojo:

How to Get It, How to Keep It, How to Get It Back If You Lose It - is another bestselling book by Marshall Goldsmith

Here are the 21 quotes

1. "One of the most important actions, things a leader can do, is to lead by example. If you want everyone else to be passionate, committed, dedicated, and motivated, you go first!"
2. "Successful people become great leaders when they learn to shift the focus from themselves to others."
3.]"Just because people understand what to do doesn't ensure that they will actually do it."



4. “People will do something—including changing their behavior—only if it can be demonstrated that doing so is in their own best interests as defined by their own values. “
5. “When we presume that we are better than people who need structure and guidance, we lack one of the most crucial ingredients for change: humility.”
6. “We worship willpower and self-control and mock its absence. People who achieve through remarkable willpower are 'strong' and 'heroic.' People who need help or structure are 'weak.' This is crazy - because few of us can accurately gauge or predict our willpower.”
7. “We spend a lot of time teaching leaders what to do. We don’t spend enough time teaching leaders what to stop. Half the leaders I have met don’t need to learn what to do. They need to learn what to stop.”
8. “One of the most dysfunctional beliefs of successful people is our contempt for simplicity and structure. We believe that we are above needing structure to help us on seemingly simple tasks.”
9. “All of us have people in our lives who drive us crazy. We've spent hours reliving the unfair, unappreciative, inconsiderate treatment they have inflicted on us. But getting mad at this person makes just about as much sense as getting mad at a chair for being a chair.”
10. “It's a great Western disease that we'll be happy in the future - when we get higher status or that BMW or that promotion or this project finished. Instead, be happy now.”



11. “Americans get fatter and fatter and buy more and more diet books, but you don't lose weight by buying diet books - you go on a diet. It's easy to read a diet book, but it's hard to go on a diet.”
12. “In one of the largest studies ever done on the effects of executive coaching - over 70,000 respondents - we learned that the biggest mistake coaches make is in not following up. It didn't matter who the coach was or what method they used. Failing to follow up made any approach to coaching ineffective.”
13. “An excuse is the handy explanation we offer when we disappoint other people.”
14. “Our inner beliefs trigger failure before it happens. They sabotage lasting change by canceling its possibility. We employ these beliefs as articles of faith to justify our inaction and then wish away the result. I call them belief triggers.”
15. “To me, the #1 key to success is 'creating lasting positive change in yourself and others.' That is what is most rare, most difficult, and most valuable about leading people.”
16. “Once you get a reputation for emotional volatility, it can take years of model behavior to change how others see you.”
17. “When you say, 'I'm sorry,' you turn people into your allies, even your partners.”
18. “Structure not only increases our chance of success, it makes us more efficient at it.”
19. “The best solicited feedback is confidential feedback. It's good because nobody gets embarrassed or defensive.”



20. “People don’t get better without follow-up. So let’s get better at following up with our people.”
21. “The measure of a great coach is not how many degrees you have or how many books you’ve written - it’s achieving positive, measurable results.”

If you are enjoying reading THIS YOU will love the following articles

1. Gallup organization conducted "the largest study on the future of workplace" and this is the single biggest factor for any organization's long term success
<https://newageleadership.com/the-single-biggest-factor-in-your-organizations-long-term-success/>
2. As a leader would you like to instill "extreme ownership" in your team members and create a culture of accountability? Here is the story of how Jocko Willink did it
<https://newageleadership.com/extreme-ownership-how-do-leaders-inspire-it-in-their-teams-in-2020/>
3. How does Google, one of the most successful and data driven company, identify potential leaders?
<https://newageleadership.com/how-google-identifies-potential-leaders-googles-project-oxygen/>



If you are enjoying reading THIS YOU will love the following Videos

1. Are leaders born or made? If you believe in the talent can be developed theory than there should be evidence beyond a shadow of a doubt - that talent can be learned, developed, and groomed.
<https://youtu.be/W7G6fby3Qhw>
2. Do you exhibit any of these BAD BOSS behaviors?
<https://youtu.be/vAHsTIYqjsg>
3. Creating a team CULTURE where the BEST IDEAS win
<https://youtu.be/y054MzTjJao>



We offer Marshall Goldsmith coaching in India, the Middle East, and Southeast Asia. It is the best coaching program in India because it is exactly the same executive coaching process used by Marshall Goldsmith to coach CEOs of Fortune 500 companies worldwide and we guarantee measurable leadership growth or you don't pay at all.

HERE ARE SOME FEATURES OF THE MARSHALL GOLDSMITH EXECUTIVE COACHING PROGRAM

- Guaranteed, measurable leadership growth as assessed—not by us—but by the leader's own stakeholders
- Unlike leadership training or executive education programs, it will involve the entire team while doing their day to day work
- The leader becomes the coach, and this has a cascading effect on the team, increasing team effectiveness and improving organizational culture.
- It is a system for continuous improvement for leaders themselves and their teams - although it is leadership coaching for the individual leader; we realize the benefit of team coaching through the involvement of the entire team
- In a study of 11,000 leaders on 4 continents—95% of the leaders using this leadership coaching process improved!
- This is the exact same executive coaching process that is used by 150 of the Fortune 500 companies to grow their leaders through CEO coaching and leadership coaching at C-suite levels
- We are so confident of the process; we work on a no-growth no pay basis (don't try that with other vendors, lol!)

**Schedule an exploratory 15-minute conversation with our leadership adviser today [SCHEDULE NOW!](#) Or call/WhatsApp on
India: +91-6352681614 USA: +1-772-801-6109 UAE: +96897188006**

