



# Leading Geeks: How to Manage and Lead the People Who Deliver Technology (J-B Warren Bennis Series)

*Paul Glen*

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**Leading Geeks: How to Manage and Lead the People Who Deliver Technology (J-B Warren Bennis Series)** Paul Glen

Winner of the 2003 Financial Times Germany/getAbstract Business & Finance Book Award

*Leading Geeks* challenges the conventional wisdom that leadership methods are universal and gives executives and managers the understanding they need to manage and lead the technologists on whom they have become so dependent. This much-needed book? written in nontechnical language by Paul Glen, a highly acclaimed management consultant? gives clear directions on how to effectively lead these brilliant yet notoriously resistant-to-being-managed knowledge workers. Glen not only provides proven management strategies but also background on why traditional approaches often don't work with geeks. *Leading Geeks* describes the beliefs and behavior of geeks, their group dynamics, and the unique nature of technical work. It also offers a unique twelve-part model that explains how knowledge workers deliver value to an organization.

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