



Winning with Transglobal Leadership: How to Find and Develop Top Global Talent to Build World-Class Organizations

Linda D. Sharkey, Nazneen Razi, Robert A. Cooke, Peter A. Barge

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CREATE A POWERFUL COMPETITIVE ADVANTAGE FOR YOUR BUSINESS WITH HIGH-PERFORMING GLOBAL LEADERS

“Finally, a book that can guide leaders who are facing a shortage of global talent. Not only is this book an inspiring read, but it also provides practical and sustainable best practices that can help global leaders select and develop top talent.”

—**STEVE BENNETT, Chairman of the Board, Symantec, and former President and CEO, Intuit**

“Provides actionable best practices and research-based advice that every successful global leader needs in today’s complex business environment.”

—**SHEILA PENROSE, Chairman, Jones Lang LaSalle, and Cochairman, Corporate Leadership Center**

“In this book, a seasoned team of leaders has distilled key insights on leading across borders that are based on several decades’ experience and groundbreaking research. This is a mustread for anyone seeking to lead a global organization in today’s dynamic marketplace.”

—**RANJAY GULATA, Jaime and Josefina Chua Tiampo Professor of Business Administration, Harvard Business School**

“Delivers valuable insights and best practices to assist leaders in today’s increasingly complex world of global work.”

—**MARGARET KEANE, CEO and President, GE Capital Retail Finance**

“In my experience, it is not just the quality of your senior management, but their ability to think and work across cultures that is really critical to the success of any international expansion plan. This book—and the research on which it is based—is a very valuable tool.”

—**P.R.S. OBEROI, Chairman, Oberoi Hotels, Ltd.**

About the Book:

Operating and expanding business units offshore, selling in foreign markets, and managing global supply chains are just three of the many challenges that emphasize the importance of leaders that can transcend borders.

Winning with Transglobal Leadership will help prepare your organization to meet this need head-on with a framework for developing and training leaders that best fit your global growth strategies.

The book combines insights from a global team of author-experts. Together, they draw on an impressive range of resources—extensive original research, interviews with world-class high-performing executives, and decades of combined experience as senior executives, researchers, and consultants—to deliver an easily

implemented process for assessing your organization's global capability and developing the leaders who will drive success. Inside *Winning with Transglobal Leadership*, you will find:

- Guidance on measuring and evaluating your organization's capacity to compete globally
- Five behavioral dimensions that global leaders need to develop
- Keys to assessing leadership candidates early in their careers
- The "Transglobal Leadership Matrix," a tool for taking stock of your own skills and behaviors

At a recent World Economic Forum in Davos, Switzerland, numerous CEOs in attendance cited a growing need for talent that could function successfully in new and emerging global markets. For leaders and managers, HR and training specialists, or anybody doing business today, *Winning with Transglobal Leadership* is the definitive handbook on satisfying the demand for specialized leadership skills—now and in the years to come.

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