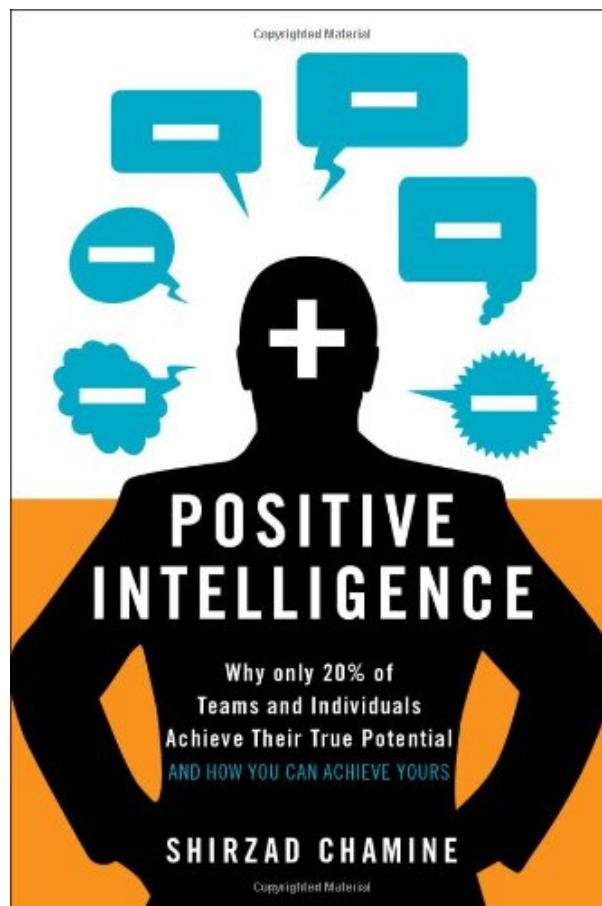
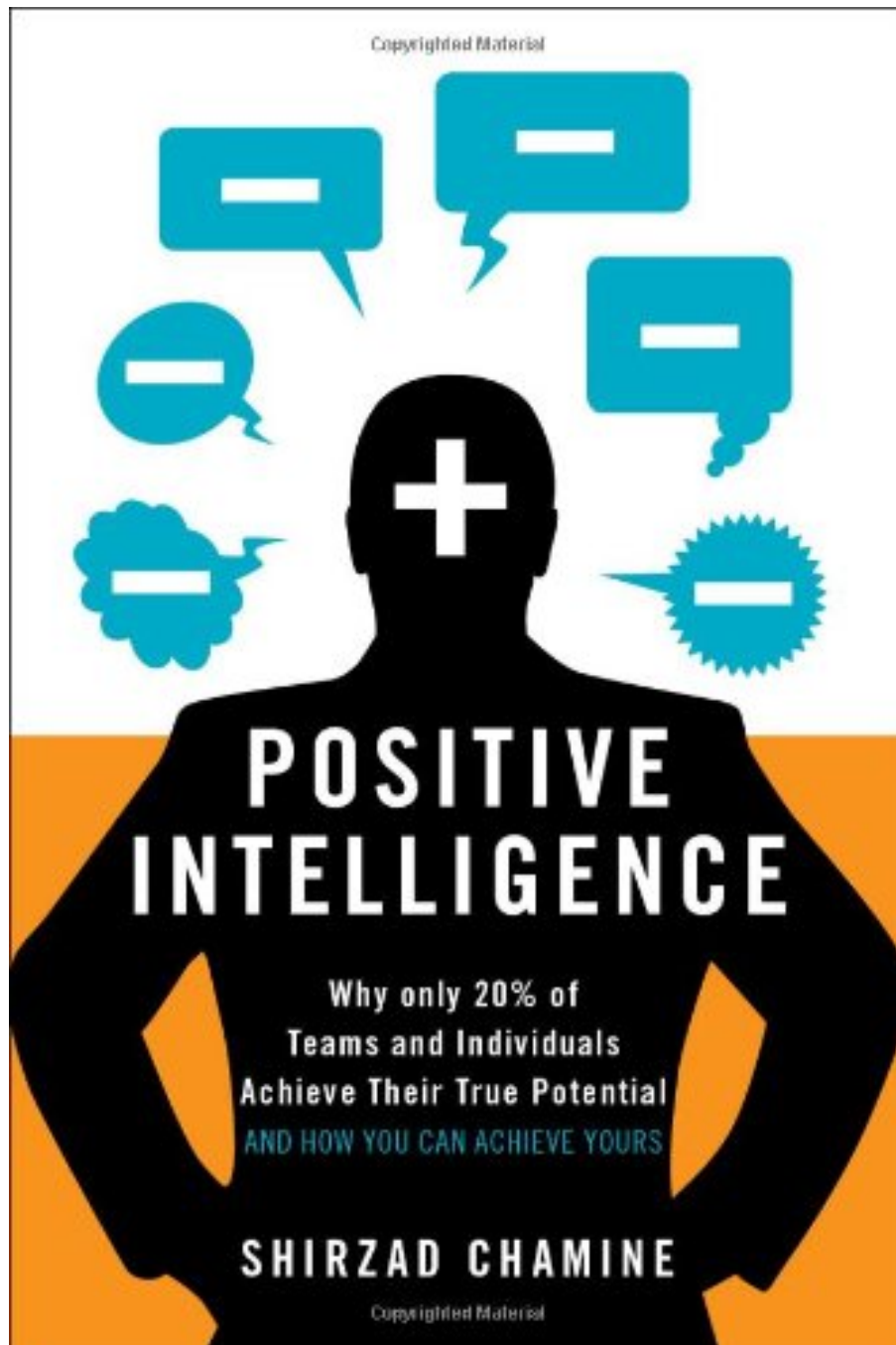


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THEIR TRUE POTENTIAL AND HOW YOU
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PDF

New York Times Bestseller! In his popular Stanford University lectures, Shirzad Chamine reveals how to achieve one's true potential for both professional success and personal fulfillment. His groundbreaking research exposes ten well-disguised mental Saboteurs. Nearly 95 percent of the executives in his Stanford lectures conclude that these Saboteurs cause "significant harm" to achieving their full potential. With Positive Intelligence, you can learn the secret to defeating these internal foes. Positive Intelligence (PQ) measures the percentage of time your mind is serving you as opposed to sabotaging you. While your IQ and EQ (emotional intelligence) contribute to your maximum potential, it is your PQ that determines how much of that potential you actually achieve. The great news is that you can improve your PQ significantly in as little as 21 days. With higher PQ, teams and professionals ranging from leaders to salespeople perform 30-35 percent better on average. Importantly, they also report being far happier and less stressed. The breakthrough tools and techniques in this book have been refined over years of coaching hundreds of CEOs and their executive teams. Shirzad tells many of their remarkable stories, showing you how you too can take concrete steps to unleash the vast, untapped powers of your mind. **DISCOVER HOW TO:** * Identify and conquer your top mental Saboteurs. Common Saboteurs include the Judge, Controller, Victim, Avoider, and Pleaser. * Measure the Positive Intelligence score (PQ) for yourself or your team--see how close you come to the critical tipping point required for peak performance.* Increase PQ dramatically in as little as 21 days.* Develop new brain "muscles," and access 5 untapped powers with energizing mental "power games."* Apply PQ tools and techniques to increase both performance and fulfillment. Applications include team building, mastering workload, working with "difficult" people, improving work/life balance, reducing stress, and selling and persuading.

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Most helpful customer reviews

63 of 65 people found the following review helpful.

Simple, but effective. Helped prepare me for a disaster I didn't see coming.

By Jamie Wilson

UPDATE: The day after I wrote the following review, my Brooklyn apartment building caught fire and I had to escape via fire escape. The fire became a 6-alarm fire and involved about 200 FDNY firefighters, 26 of which were injured. The entire 117-apartment building is now uninhabitable. Not only did we lose our homes, but many of us lost just about everything we own. Having read this book shortly before this disaster helped prepare me for what is, essentially, a life-changing event. It made me aware of my thoughts,

especially the negative ones, and I realized immediately that I could either let this disaster become one of the worst things that ever happened to me or find a way to turn it into one of the greatest things that ever happened to me. That level of thinking has proven to be invaluable in staying mentally and emotionally strong through something like this. For me, the greatest value of this book is that it opened my eyes to identify negative thoughts, even the ones I wouldn't normally recognize as negative, and nip them in the bud before they grew into something bigger. No, positive thinking alone doesn't get someone through life's worst curveballs. That would be naive. But it did give me the strength to accept the situation and start working toward the next steps. It allowed me to support others. It allowed me to show gratitude to those who helped. It has allowed me to become a better person as a result of this.

Here's my original review:

It's not surprising to me to learn that only about 20% of individuals and teams are performing at a "true potential" level. It's the Pareto Principle, the 80/20 Rule. What's interesting is that Shirzad Chamine found this to be true through his own research. He also cites several other independent studies, using different criteria, that found the same basic percentage of high performers versus everyone else. Put simply, most people don't reach their full potential because they're caught in a cycle of self-sabotage without even realizing it.

A lot of the value of this book comes from Chamine's defining of 10 specific mental "Saboteurs." It's easy to say "don't think negative thoughts," but a number of the things he considers saboteurs are things that a lot of people, myself included before reading the book, think are actually beneficial ways of thinking. The author's belief, and I agree, is that these mental Saboteurs not only keep most people, to varying degrees, from reaching their full potential, but also keep a lot of people from truly enjoying life, relationships, careers, pretty much anything to the extent that they could and should. By defining them in specific terms and giving them names (e.g. "The Judge"), he makes it easier for readers to identify those types of thought processes when they arise and begin to increase what he calls "Positive Intelligence" or PQ.

Chamine's "system" is actually very simple, yet produces almost immediate results. There's no elaborate formula here. He understands that most of the people this book is written for don't have the time or patience for complex, time-consuming systems--and that most people wouldn't stick with them long enough to develop long-lasting habits. So he focuses on what works, and produces great results in a short amount of time. He offers real-life examples and case studies in the book, but readers can test his system themselves and draw their own conclusions within a few days.

The book is made even more useful by the free self-assessment quizzes and other resources on the companion website. It's one thing to read the book and self-evaluate, but getting an objective and impartial analysis of one's thought processes can be revealing and much more helpful.

All in all, I'm impressed. I've read a number of self-help books, but I like that this one is driven more by results and data than "touchy feely" fluff. Reading the book has made me more aware of my own thinking, especially the so-called "saboteurs." That alone makes reading the book worth it.

56 of 60 people found the following review helpful.

Inspirational yet Pragmatic: A Must-Read!

By Michael Terrell

What a gold-mine of a book! An extremely useful text for increasing performance, success and happiness. As the author states: much like Sisyphus--the mythological king who was forced to roll a boulder to the top of a hill every day only to watch it roll back down in the evening--our best efforts to achieve our goals or

increase our happiness often unravel. Though we frequently try to attribute our failure to others or uncontrollable circumstances, Shirzad Chamine shows in this book that it's usually due to our own self-sabotage.

Over the course of his engaging and incredibly pragmatic text, Chamine hammers home the point that though our minds are sometimes our best friends, they are often our worst enemies. He describes our minds as having both Sage and Saboteur powers, each corresponding to different regions of our brains: the PQ Brain (Sage) and the Survivor Brain (Saboteurs). The more we are able to activate our PQ Brain and our Sage, the higher our Positive Intelligence Quotient (PQ) becomes. Chamine uses numerous research and anecdotal examples to make a compelling argument that people and teams with higher PQ achieve more and are happier across all aspects of their lives. Through both his sound argument and a myriad of my own personal experiences, I believe it!

The thing I love most about this book is how serious it is about affecting positive change. It's not some loose framework or a series of things to "think about." It's actually about giving the reader an accessible toolkit to improve the way they experience life, affect their colleagues, and pursue their goals. From tools like Sage Power Games to the Three Gifts Technique, Chamine presents easy-to-do, CEO-tested techniques that actually make a difference. In fact, I've been so pleased with his PQ Reps technique (10 second intervals of returning my focus to my breath and five senses) that I've shared it with multiple of my fellow entrepreneurs, friends, and family.

Chamine states at the beginning of the book, "I encourage you to have high expectations for this book...[it] can change your life and be a game-changer for your team. Please don't settle for anything less." I haven't settled and, thus far, it's been a terrific ride!

35 of 38 people found the following review helpful.

Insightful, Exciting Information, Highly recommended

By John Chancellor

One of the real mysteries of life is why so many people fall short of their potential. Shirzad Chamine, the author of Positive Intelligence, has studied the difference between potential and accomplishment and gives some very compelling insights into the causes and solutions to the problem.

According to Mr. Chamine, "Your mind is your best friend. But it is also your worst enemy. The reason so many of our attempts at improving our success or happiness fizzle is that we sabotage ourselves. With Positive Intelligence you can both measure and significantly improve the percentage of time that your mind is serving you rather than sabotaging you."

For a long time we have known about IQ and the impact intelligence had on success. A couple of decades ago, we were introduced to the concept of emotional intelligence - EQ - and the fact that EQ had more impact on our success than IQ. Now Mr. Chamine has introduced the concept of PQ - Positive Intelligence and shows that we can measure PQ and by following some simple exercises, dramatically improve PQ.

Most who have studied personal development have been exposed to the concepts of different parts of the brain. Mr. Chamine takes a simple and easy to understand way to describe the conflict that happens in the brain. The primary function of our limbic system - the emotional part of the brain - is to ensure our survival. The prefrontal cortex - the rational, reasoning, thinking part is designed to help us grow and thrive. He calls the two basic parts the survival brain and the sage brain. And unfortunately they are often at conflict. When we are under stress, angry, feel pressure, the survival brain hi-jacks the sage brain, controlling our actions.

There have been studies that show that our ability to reach our potential greatly increases when the sage brain is in control at least 75% of the time. 75% is the tipping point - any time the sage brain is controlling at that level or above, our ability to perform close to our potential greatly increases. Operating below that percent guarantees that we will fall significantly short of our potential.

If you are familiar with the concepts of judger/learner in the book, *Change Your Questions, Change Your Life* by Marilee Adams, you will find this book goes into much greater depth exploring the Judge operating in our brains and all the other saboteurs - stickler, pleaser, hyper-vigilant, restless, controller, avoider, hyper-achiever and victim.

There are plenty of examples of PQ in real life applications. You will come away from this book with a much greater understanding of why we do not achieve our potential. You will also learn some very simple steps to help you move away from the survivor brain and more into the sage brain.

The book is well written and a breeze to read. It is based on Mr. Chamine's years of experience as an executive coach and his own struggles with his own personal development. He learned PQ firsthand from his own experiences - and he generously shares his knowledge in this book.

There is also a link to the Positive Intelligence website where you can take a Saboteur Assessment which will reveal how the various saboteurs are showing up in your life. In addition you can take a Positive Intelligence Assessment to discover your own PQ score. Actually I recommend taking both these assessments before reading the book. I believe you will get a more meaningful reading from the assessments. Then taking the assessments after reading the book will show some immediate change.

This book provides some exciting insights which I feel have been missing to solving the gap between potential and performance. I believe that anyone who wants to improve their own performance would gain significantly from reading this book. It also should be read by all those responsible for managing/leading others, including parents.

Very Highly Recommended - should be required for all coaches, managers, leaders and parents.

See all 210 customer reviews...

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