



The Ideal Team Player: How to Recognize and Cultivate The Three Essential Virtues

By Patrick M. Lencioni

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In his classic book, *The Five Dysfunctions of a Team*, Patrick Lencioni laid out a groundbreaking approach for tackling the perilous group behaviors that destroy teamwork. Here he turns his focus to the individual, revealing the three indispensable virtues of an ideal team player.

In *The Ideal Team Player*, Lencioni tells the story of Jeff Shanley, a leader desperate to save his uncle's company by restoring its cultural commitment to teamwork. Jeff must crack the code on the virtues that real team players possess, and then build a culture of hiring and development around those virtues.

Beyond the fable, Lencioni presents a practical framework and actionable tools for identifying, hiring, and developing ideal team players. Whether you're a leader trying to create a culture around teamwork, a staffing professional looking to hire real team players, or a team player wanting to improve yourself, this book will prove to be as useful as it is compelling.

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Editorial Review

Review

The Ideal Team Player is a quick, engaging, and informative read great for the beach or your next trip. (Opensource, June 2016) A book Lencioni fans were waiting for (The Marketing Society, July 2016)

From the Inside Flap

"You guys really dropped the ball on the teamwork project."

They didn't say anything, so Jeff continued, focusing on Bobby. *"You said it wasn't just posters and t-shirts, but what else was it?"* Before they could answer, he went on. *"Because you don't seem to know what you mean when you talk about team players."*

"We didn't say—" Clare wanted to explain, but Jeff wouldn't let her.

"Oh wait. I forgot." Jeff was being sarcastic, but not rude. *"You do have one clear definition. A person can't be a jackass."*

They laughed, but in a guilty sort of way.

In his classic best-selling book, *The Five Dysfunctions of a Team*, Patrick Lencioni laid out a groundbreaking, new approach for attacking the dangerous group behaviors that destroy teamwork. Here, he turns his focus to the individual member of a team, revealing the three indispensable virtues that make some people better team players than others.

Lencioni's latest page-turning fable is the story of a leader desperate to save his company by cracking the code on the virtues that define a true team player. Jeff Shanley takes over his family's locally revered construction firm and realizes that the only way to deliver on the two biggest projects in the company's history is to rapidly build a culture of hiring and development around those virtues. To do that, he'll have to confront and risk losing talented employees who don't know how to work on a team, and convince his fiery VP of operations not to lower the company's hiring standards in the face of short-term business pressure.

Beyond the fable, Lencioni presents a powerful framework and easy-to-use tools for identifying, hiring, and developing ideal team players in any kind of organization. Whether you're a leader striving to create a culture of teamwork, a human resources professional looking to hire real team players, or an employee wanting to make yourself an invaluable team member, *The Ideal Team Player* will prove

to be as practical as it is compelling.

From the Back Cover

Praise for *The Ideal Team Player*

"No business author alive today packs more wisdom per page than Patrick Lencioni. This book is elegant in its simplicity and will radically alter what it means to be a true team player."

—Travis Bradberry, co-author, *Emotional Intelligence 2.0*

"I've used this model with my executive team, and it flat out works!"

—**Steve Smith, CEO, Equinix, Inc.**

"In his signature story-telling style, Lencioni brings to life the three foundational virtues of a real team player. Let everyone in your organization read this book and watch your results soar."

—**Verne Harnish, founder of Entrepreneurs' Organization (EO); author, *Scaling Up (Rockefeller Habits 2.0)***

"Determining who will join the team is critical to an organization's competitive advantage. In *The Ideal Team Player*, Pat Lencioni simplifies that process and empowers leaders to make great people decisions."

—**Dee Ann Turner, 30-year vice president of talent, Chick-fil-A, Inc.**

"Pat Lencioni tells this story with simplicity, common sense, and amazing wisdom. It's a must-read for everyone from CEOs to first time employees."

—**Bob Ladouceur, legendary football coach, De La Salle High School; subject of the movie *When The Game Stands Tall***

Users Review

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Jean Smith:

What do you about book? It is not important with you? Or just adding material when you really need something to explain what the one you have problem? How about your free time? Or are you busy individual? If you don't have spare time to try and do others business, it is make one feel bored faster. And you have free time? What did you do? Every individual has many questions above. The doctor has to answer that question due to the fact just their can do that will. It said that about guide. Book is familiar on every person. Yes, it is proper. Because start from on pre-school until university need that The Ideal Team Player: How to Recognize and Cultivate The Three Essential Virtues to read.

Agnes Henson:

Playing with family in the park, coming to see the marine world or hanging out with friends is thing that usually you might have done when you have spare time, then why you don't try factor that really opposite from that. Just one activity that make you not sense tired but still relaxing, trilling like on roller coaster you already been ride on and with addition of knowledge. Even you love The Ideal Team Player: How to Recognize and Cultivate The Three Essential Virtues, you may enjoy both. It is excellent combination right, you still want to miss it? What kind of hangout type is it? Oh can occur its mind hangout guys. What? Still don't obtain it, oh come on its referred to as reading friends.

Holly Murphy:

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