



It Worked for Me

In Life and Leadership

It Worked for Me is filled with vivid experiences and lessons learned that have shaped the public service career of the four-star general and former Secretary of State Colin Powell. At its heart are Powell's "Thirteen Rules"--Notes he gathered over the years and that now form the basis of his leadership presentations given throughout the world. Powell's short but sweet rules -- among them, "Get mad, then get over it" and "Share credit"--are illustrated by personal stories that introduce and expand upon his principles for effective leadership: conviction, hard work, and, above all, respect for others. In work and in life, Powell writes, "it's about how we touch and are touched by the people we meet. It's all about the people." Powell offers parables with advice on succeeding in the workplace and beyond. "Trust your people," he counsels as he delegates presidential briefing responsibilities to two junior State Department desk officers. "Do your best -- someone is watching," he advises those just starting out, recalling his own teenage summer job mopping floors in a soda-bottling factory. Powell combines the insights he has gained serving in the top ranks of the military and in four presidential administrations with the lessons he's learned from his immigrant-family upbringing in the Bronx, his training in the ROTC, and his growth as an Army officer. (9780062217240)

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