



Touchpoint Leadership: Creating Collaborative Energy across Teams and Organizations

Hilary Lines, Jacqueline Scholes-Rhodes

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The early 21st century has witnessed an erosion of trust in business leaders - in their capacity to deliver sustained growth and in the integrity which underpins their decisions.

In responding to these challenges, Touchpoint Leadership puts forward a new leadership paradigm, asserting that relationships are the primary asset of a business. Drawing on a diverse array of case stories from their coaching work, the authors demonstrate how successful leaders apply touch point principles to building critical business relationships - between individuals, teams and business entities - with significant results. They provide a developmental framework through which individuals can scrutinise their own leadership, inject it with new life and meaning and release the energy and creativity necessary for collective learning and growth.

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