



The Winning Factor: Inspire Gold-Medal Performance in Your Employees

Peter Jensen

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Olympic athletes don't get to the top simply because of athletic genes (nature) or determined parents (nurture). Like all performers in pressure situations, their exceptional drive comes from a third factor: an inner desire to be the best they can be. The Winning Factor reveals how to ignite the passion and the resolve required to succeed. As someone who has trained both Olympic athletes and Fortune 500 executives, Peter Jensen knows how to translate the best practices of world-class coaches into the everyday business realm. Readers will discover:

- o Five key practices of medal-winning coaches: managing themselves, building trust, using imagery, overcoming blocks, and embracing adversity
- o The secrets behind great communication and truly effective feedback
- o Insights on leadership from six Olympic coaches—with guidelines for applying these lessons to the workplace

Packed with engaging stories and enlightening examples, The Winning Factor teaches managers everywhere how to inspire standout performance from their employees.



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