



Leading with the Heart: Coach K's Successful Strategies for Basketball, Business, and Life

By Mike Krzyzewski, Donald T. Phillips

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In his more than twenty years coaching the Blue Devils, Coach Mike Krzyzewski has made his program the most admired in the nation, with back-to-back national championships in '91, '92, and again in 2001, and ten Final Four appearances since 1986. Now, in *Leading with the Heart*, Coach K talks about leadership-how you earn it, how you practice it, and how you use it to move your organization to the top. From the importance of trust, communication, and pride, to the commitment a leader must make to his team, this inspiring book is a must-read for anyone who loves college basketball-or who simply wants to win in any competitive environment today.

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Editorial Review

Amazon.com Review

In some respects, a top-level college coach is a lot like a manager in any business. He has to turn a group of talented individuals into a smoothly running team, and he has to produce results that please the fans of his team--the shareholders of the athletic program. Thus, in *Leading with the Heart*, Krzyzewski reviews the lessons he's learned as basketball coach at Duke University, and tries to universalize them so they translate to any leadership position. For example, he writes, "Adjustments are not *unusual*, they are *usual*. So a leader's ability to think on his feet ... to do things without instruction ... is of paramount importance." Makes sense, as does this admonition: "When teaching, always remember this simple phrase: 'You hear, you forget. You see, you remember. You do, you understand.'"

The book has four sections--"Preseason," "Regular Season," "Postseason," and "All-Season"--and each of those has four chapters. Each chapter begins with three quotes ("Too many rules get in the way of leadership" leads off chapter 1), and ends with bulleted tips summing up the chapter's message. Between the quotes and the bullet points are anecdotes about Duke basketball games and (occasionally) Krzyzewski's life outside basketball. What you come away with is an understanding of why Krzyzewski is a great basketball coach, why former Duke assistants such as Tommy Amaker and Quin Snyder are probably going to become great basketball coaches, and how anyone who's currently a coach can become a better coach. It would be great if other types of managers in other types of businesses could incorporate these lessons in compassionate, focused, highly flexible leadership, but it seems unlikely. Most managers in business rise through the ranks not because of their ability to lead or inspire but because of their knowledge and competence (if not their connections). On the other hand, it would be nice if each of us, just once, could work for someone like Coach K, someone who could push the right buttons and lead us to our own version of the Final Four. Not likely, but a pretty sweet fantasy. --*Lou Schuler*

From Publishers Weekly

Duke basketball coach Krzyzewski, today's most successful NCAA coach, reviews significant games and key events in his career in addition to offering advice to coaches, players and everyone trying to do better in life. The son of working-class Polish immigrants, he got a scholarship to West Point, where he became an accomplished player before becoming a coach. His breezy approach is direct and simple: what's most important is working as a team toward a common goal--not necessarily to win the game, but to play the best possible game. Says Coach K, "There are five fundamental qualities that make every team great: communication, trust, collective responsibility, caring and pride." Approaching each season the same way, he extends himself to his players, encouraging them to spend time at his home and with his family, while emphasizing the importance of keeping up with academics and enjoying the overall experience of college. In fact, Krzyzewski tries to hire assistant coaches who have played for him because they're versed in on- and off-court problems. At the end of each chapter, he offers general pointers, such as that "business, like basketball, is a game of adjustments. So be ready to adjust." Although he occasionally refers to a coach as a "leader," for the most part he leaves it up to readers to connect the dots between his coaching strategies and useful business strategies. (Mar.)

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From Library Journal

Krzyzewski (Coach K) and Phillips have combined talents to write a book on management, teamwork, and leadership that will also greatly appeal to basketball fans. The major portion of the tape deals with specific

methods Coach K has used to make Duke University's basketball program one of the most successful in NCAA history. The methods are illustrated by examples from Krzyzewski's experience playing as a youth in Chicago, in college at West Point, and from coaching Duke players and teams. The narrative of his long association with the late Jim Valvano through Valvano's battle with cancer is a highlight of the latter part of the book. Though coaching and leadership are hard work, basketball is fun. Pick up Coach K's attitudes, work at applying them to a leadership situation, and success should follow. The management info is summarized in "Coach K's Tips" at the end of chapters. His teams are families that incorporate respect, responsibility, and love, characterized by loyalty to team and self. Read by Richard M. Davidson, this is not an ordinary sports or business book; recommended for collections in either category. Cliff Glaviano, Bowling Green State Univ. Libs., OH
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