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and communicate
the same way --
and it's the
opposite of what
everyone else
does. Sinek calls
this powerful idea
The Golden Circle,
and it provides a

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framework upon
which
organizations can
be built,
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led, and people can
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shows that the

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Leaders who've had the greatest influence in the world all think, act, and communicate the same way — and it's the opposite of what everyone else does. Sinek calls this powerful idea The Golden Circle, and it provides a framework upon

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Why: How Great
Leaders Inspire
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Action" how
leaders and
companies should
work as a series of
circles, i.e. "The
Golden Circle" - the
why, how, and
what. This idea
explains why
organizations and
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The golden circle
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from Start with
Why. Sinek says
Everyone To
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people are inspired
by a sense of
purpose (or
"Why"), and that
this should come
first when
communicating,
before "How" and
"What". Sinek calls

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this triad the golden circle, a diagram of a bullseye (or concentric circles or onion diagram) with "Why" in the innermost circle (representing people's motives or purposes), surrounded by a ring labeled "How" (representing

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people's processes
or methods),
enclosed in a ring
labeled ...

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All organizations
start with WHY, but
only the great ones
keep their WHY
clear year after

year." — Simon
Sinek, Start with
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companies don't
hire skilled people
and motivate them,
they hire already
motivated people
and inspire them." .

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Simon Sinek
explores how
leaders can inspire
cooperation, trust

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and change. He's the author of the classic "Start With Why"; his latest book is "Leaders Eat Last." Simon Sinek explores how leaders can inspire cooperation, trust and change.

Simon Sinek: How great leaders inspire action | TED

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Talk With Why How

They realized that people won't truly buy into a product, service,

movement, or idea until they

understand the why behind it. Start with Why shows that the leaders who've had the greatest influence in the world all

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think, act, and
communicate the
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does. Sinek calls
this powerful idea
The Golden Circle,
and it provides a
framework upon
which
organizations can
be built,
movements can be

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1. Behavior needs to reinforce the Why. 2. Be authentic. Know your Why and align ALL decisions, actions and

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with the Why. 3.
Guiding principles
need to be focused
around meaningful,
action statements,
not nouns. – Say:
find creative ways
to solve problems,
instead of
innovation. 4.
Ignore the
competition. Only
focus on the Why.

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(Book Summary)
Simon Sinek
describes in his
book "Start with
Why: How Great
Leaders Inspire
Everyone to Take
Action" how
leaders and
companies should
work as a series of
circles, i.e. "The

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Golden Circle" - the why, how, and what. This idea explains why organisations and leaders inspire the others.

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Decisions that start
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win hearts and

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minds. And, when we're inspired by a product or brand, it even becomes a mirror of who we are. To build loyalty, you need to (a) inspire people with WHY, (b) adopt inside-out communication with an alignment of your Why, How and What. Get

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Book Summary -

Start with Why:
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He wrote Start With
Why: How Great
Leaders Inspire
Everyone to Take
Action to explore
his idea of the

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Golden Circle, what he calls "a naturally occurring pattern, grounded in the biology of human decision making, that explains why we are inspired by some people, leaders, messages and organizations over others."

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and it's the

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everyone else

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The tone of "Start With Why" comes off as very instructive. For example, "There are only two ways to influence human behavior: you can manipulate it or

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you can inspire it" (p.17). The narrative voice that Sinek chose to write with is very instructive by saying "you" opposed to "it".

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