

## Level Three Leadership Getting Below The Surface

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Level Three Leadership: Getting Below the Surface (5th Edition) 5th Edition. by James G. Clawson (Author) 4.5 out of 5 stars 46 ratings. ISBN-13: 978-0132556415.

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Level One— Simply getting people to do things, influencing only their behavior. Level Two— Influencing people by appealing to their conscious thoughts. Level Three— Targeting a deeper, more lasting impact by working which people at the level of their fundamental values, assumptions, beliefs, and expectations.

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By the way, on the humility issue, read Jeff Pfeffer's book, *Leadership B. S.* After five editions of *Level Three Leadership: Getting Below the Surface* and more than 200 seminars worldwide, I am confident that the structure of Level Three Leadership and its associated concepts are robust, alive, and very practical. For alumni of those seminars and anyone wanting to learn more, this website provides an easy-to-access summary of the key principles.

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