

Books and Articles

JOHN ADAIR FUNDAMENTALS OF LEADERSHIP

Jonathan Gosling, Peter Case and Morgan Witzel

John Potter p 34-54

Publisher: Palgrave, Macmillan, Basingstoke UK

Date: 2007

"John Adair is one of the most important and influential figures in the world of leadership thought and practice. More than a million people have been trained using Adair concepts such as action-centered leadership. He ranks with the likes of Warren Bennis in terms of both his influence and the depth and breadth of his thought. This book shows the depth of that influence in fields as diverse as leadership in the church, the army, higher education and business, in many parts of the world, and offers fresh and original perspectives on Adair's ideas. The authors reach beyond the historic legacy of these ideas, making proposals for improving leadership development and offering insightful warnings about current trends and fads. Anyone convinced that leadership is crucial to improved performance, but who is suspicious of 'quick fix' approaches, should read this book for both understanding and practical advice".

DEVELOPING STRATEGIC LEADERSHIP SKILLS

John Potter and Alan Hooper

Publisher: Chartered Institute of Personnel and Development

Date: September 2006

"Effective leadership is required more today than ever before. The rapid rate of change and the speed of communication require leaders at senior and middle management level to excel at strategic leadership, yet there are few resources available to achieve this. Seeking to address the issue, this toolkit is primarily designed for HR professionals, trainers and learning professionals to enable them to develop the leadership skills of senior and middle managers or even junior employees with high potential. It is designed so that coaches can use it with clients, or for individuals to work through themselves."

LEADERSHIP PERSPECTIVES

Editor: Alan Hooper

Part Two - Relationships in Leadership,

John Potter

Publisher: Ashgate, Gower, Aldershot

Date: 2006

"This definitive reference work is designed to meet a need for all those who have an interest in Leadership; be they students at business schools, academic researchers, leadership consultants or practical leaders. It is a collection of seminal leadership peer-reviewed articles and book chapters in one convenient volume. All the members of the Editorial Team have an association with the renowned Centre for Leadership Studies at Exeter University"

INTELLIGENT LEADERSHIP: Creating a Passion For Change

Alan Hooper and John Potter,
Publisher: Random House
Date: May 2000

"This book offers an innovative analysis for managers of what makes a leader today, focusing on emotional intelligence and leadership as a psychological commitment. It looks at how changes affect people in businesses and organizations and proposes practical ways to effective leadership".

THE BUSINESS OF LEADERSHIP: Adding Lasting Value to Your Organization

Alan Hooper and John Potter
Publisher: Ashgate, Gower.
Date: 1996

"Leadership is not the same as management, and organizations are beginning to recognize this. This book aims to help the reader to adapt to the changes in approach to leadership, as charismatic appeal becomes less important, and competence and performance take more priority".

TERRORISM: Threat and Response

Eric Morris, Alan Hoe and John Potter,
Publisher: Gower
Date: January 1988

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ARTICLES

Some of the many articles written and published by John Potter

- The Psychology of the Terrorist, Journal of Forensic Science 1990Â Â Â Â Â Â Â Â Â Â Â Â Â
- What Price Client Care?Â Professional Practice

- Management, January 1994.
- The Sales Manager's Dilemma, Sales & Marketing
- Management, March 1994.
- Making Time Management work.Â
- Training Officer May 1994
- Leading to the 21st Century, Professional Manager,
- Alan Hooper, John Morris and John Potter, March 1994
- Making Time Management Work, Modern Management August 1994.
- Managing Pressure, Training Officer, June 1995
- Managing Pressure, Modern Management, August 1995 Managing Pressure: The Key to Creating Excellence in
- the Professional Practice.Â Â Professional Practice Management, October 1995
- Leadership - The Essential Ingredient for Business Success Business Network January 2001
- Leadership - Inpharmation Spring 2001 Â Â Â Â Â
- Creating a passion for change Commercial and Industrial Training Spring 2001
- Business Success Business Executive Spring 2001
- Leaders not just Bean Counters
- Article in The Accountant April 2007Â CIPFA
- From the top down The Director May 2008

PROPOSED WRITING PROJECTS

- **Developing Leaders** - equipping today's organisations to handle tomorrow's challenges and for *Leading in Tough Times*. Working text for both practising managers and personnel at middle and senior management level in the uniformed services, public and private sectors built on an exchange of thought process and establishing common ground.
- **The Expert Negotiator** - a skills based programme aimed at professionals including lawyers, accountants, engineering managers, HR managers and other professionals who find themselves in the position of having to negotiate over a range of issues including finance.

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