

Your strengths are your weaknesses — The Seven Habits of Spectacularly Unsuccessful Executives



Sydney Finkelstein, in his book, *Why Smart Executives Fail* (Penguin Putnam) lists what he considers “The Seven Habits of Spectacularly Unsuccessful Executives” based on case studies of over fifty businesses.

Surprisingly, or perhaps not so surprisingly, each of the qualities that you need to be spectacularly unsuccessful are qualities that are widely sought after in the business world — traits like confidence, decisiveness, an aptitude for risk-taking, big-picture thinking and tenacity. It was the “flip side” of these traits that lead to the unsuccessful executives’ spectacular downfall: overconfidence, making hasty decisions, rolling the dice with the company’s money, overlooking details, and stubbornness.

This information supports the McQuaig philosophy that having the right underlying temperament indicates potential only — it is a starting point. The individual traits listed in the paragraph above show a strong correlation to The McQuaig System™ scales of Dominance and Independence, two traits that have traditionally been associated with strong leadership.

If you would like more information on The McQuaig Self-Development Survey®, the leadership assessment tool that provides actionable feedback, please contact The Rogers Group directly.

You can review the Fast Company article that summarises Sydney Finkelstein’s book at <http://www.fastcompany.com/magazine/72/7habits.html>

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