

Patrick Lencioni

Leading Expert on Organizational Health and Executive Team Development

Please contact a GDA agent for information.

Topics

- Business
- Employee Engagement
- Leadership
- Storytelling
- Teamwork / Teambuilding

About Patrick Lencioni

Patrick Lencioni is the pioneer of the organizational health movement and one of the world's foremost experts on leadership and teamwork. As an author, speaker, consultant and CEO of the Table Group, Pat has spent the last 20 years shaping the organizational health movement by helping leaders develop cohesive teams and engaged employees.

With his signature mix of inspiration, humor, storytelling, and no-nonsense practicality, Pat has spoken to millions of leaders at national and global conferences and is consistently the top rated keynote speaker at major events. Whether he's addressing Fortune 500 companies, professional sports organizations, government agencies, non-profits, schools or churches, Pat's down-to-earth nature and insightful concepts are sure to resonate.

The world's foremost expert on organizational health and teamwork, Patrick's books have sold more than 6 million copies and his work has been featured in Fortune, USA TODAY, Bloomberg Businessweek, and Harvard Business Review, to name a few.

Select Keynotes

- **Getting Naked**

Based on the principles in *Getting Naked*, Pat presents a counterintuitive approach to client service that yields uncommon levels of trust and loyalty. 'Naked Service,' as Pat calls it, provokes consultants and service providers to be completely transparent and vulnerable with clients and to avoid the three fears that ultimately sabotage client allegiance. Learn principles like 'enter the danger,' 'tell the kind truth,' and 'always consult instead of sell.' Whether you are an internal or external consultant, financial advisor or anyone else serving long-term clients—you will glean some powerful tools for overcoming the three fears, and establishing a fiercely loyal client base.

- **How to Keep Your Best People**

In this talk, Pat addresses perhaps the most timeless and elusive topic related to work: job misery. Based on his book, *The Three Signs of a Miserable Job*, Pat delivers a message that is as revolutionary as it is shockingly simple. He dismantles the root causes of frustration and anguish at work: anonymity, irrelevance and immeasurability. In doing so, he provides managers at all levels with actionable advice about how they can bring fulfillment and meaning to any job in any industry. Whether you're an executive looking to establish a sustainable competitive advantage around culture, a manager trying to engage and retain your people, or an employee who has almost given up on finding fulfillment in your work, this talk will prove immediately invaluable.

- **The Five Dysfunctions of a Team**

According to Pat, teamwork remains the ultimate competitive advantage, both because it is so powerful and so rare. He makes the point that if you could get all the people in an organization rowing in the same direction, you could dominate any industry, in any market, against any competition, at any time. Based on his runaway best-seller, *The Five Dysfunctions of a Team*, Pat uncovers the natural human tendencies that derail teams and lead to politics and confusion in so many organizations. Audience members will walk away with specific advice and practical tools for overcoming the dysfunctions and making their teams more functional and cohesive.

- **The Ideal Team Player**



As a follow-up to The Five Dysfunctions of a Team, Lencioni turns his attention to the individual team-member, revealing the three indispensable virtues--humility, hunger and people smarts--That make some people better team players than others. Pat explores the power this combination yields, and illustrates how team members with these traits drastically accelerate the process of building high-performing teams. This approach has served as the basis for hiring and evaluation at his own firm for the past two decades, and now offers an effective method for leaders to identify and cultivate true team players in any organization. Whether you're a leader striving to bring about a culture of collaboration, a human resources professional looking to recruit real team players, or an employee who simply wants to make yourself a more valuable team-member, this talk will provide insights that can help you change your organization, or your career.

- **The Untapped Advantage of Organizational Health**

Addressing the model in his cornerstone book, Pat makes the overwhelming case that organizational health “will surpass all other disciplines in business as the great opportunity for improvement and competitive advantage.” While too many leaders are still limiting their search for advantage to conventional and largely exhausted areas like marketing, strategy, and technology, Pat believes there is an untapped gold mine sitting right beneath them. Instead of trying to become smarter, he asserts that leaders and organizations need to shift their focus to becoming healthier.

Select Book Titles

- **2022:** The 6 Types of Working Genius
- **2020:** The Motive
- **2016:** The Ideal Team Player
- **2015:** The Truth About Employee Engagement
- **2012:** The Advantage: Why Organizational Health Trumps Everything Else In Business
- **2010:** Getting Naked: A Business Fable about Shedding the Three Fears that Sabotage Client Loyalty
- **2008:** The Three Big Questions for a Frantic Family
- **2007:** The Three Signs of a Miserable Job: A Fable for Managers And Their Employees
- **2006:** Silos, Politics and Turf Wars: A Leadership Fable About Destroying the Barriers That Turn Colleagues into Competitors
- **2004:** Death by Meeting
- **2002:** The Five Dysfunctions of a Team
- **2000:** The Four Obsessions of an Extraordinary Executive
- **1998:** The Five Temptations of a CEO: A Leadership Fable

Select Articles

- [Managing Up Without Sucking Up At The Table with Patrick Lencioni](#)

Podcast with Patrick Lencioni - Managing Up Without Sucking Up.

- [Getting Naked - Client Service Redefined](#)

Lencioni unveils a revolutionary approach to client service that yields uncommon levels of trust and loyalty. Pat challenges service providers to be completely transparent and vulnerable with clients in order to overcome the three fears that ultimately sabotage client allegiance.

- [Avoid Death by Meeting](#)

Death by Meeting focuses on a cure for the most painful yet underestimated problem of modern business: bad meetings. And what Lencioni suggests is both simple and revolutionary.

- [Conquer Team Dysfunction](#)

Based on the model in Patrick Lencioni's best-selling book, The Five Dysfunctions of a Team, he outlines the root causes of politics and dysfunction on teams, and the keys to overcoming them.

- [The Last Competitive Advantage](#)

Patrick Lencioni makes the case for organizational health and why it trumps everything else in business. Here, he outlines the four disciplines for achieving it.