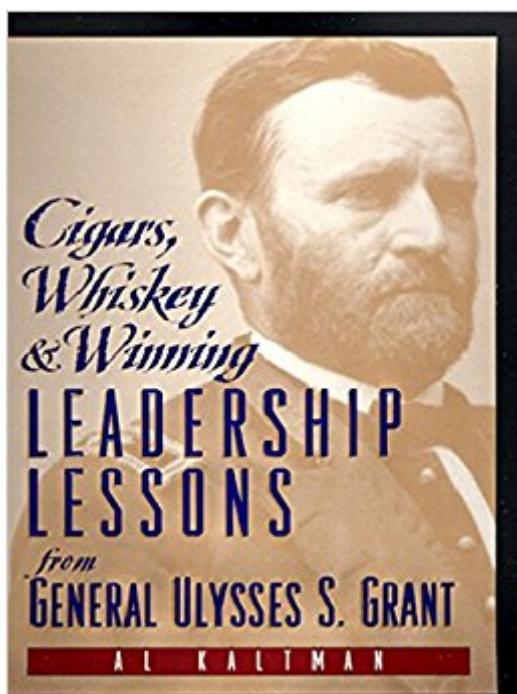


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# Cigars, Whiskey And Winning: Leadership Lessons From General Ulysses S. Grant



## Synopsis

Long before leadership became identified as the catalyst for corporate success, the Civil War's winning general was showing the world how dynamic leadership is the crucial determinant of victory or defeat. Ulysses S. Grant never sought fame of glory, nor did he try to tie his performance to personal reward. Instead, he concentrated on contribution and service. He looked upon being given increased responsibility not as increasing his power, but as increasing his ability to get the job done. "The great thing about Grant...is his perfect correctness and persistency of purpose." (Abraham Lincoln) In this masterful retelling of Grant's story, Al Kaltman draws on Grant's writings and life experiences to present a series of practical lessons on how to get superior performance from the troops. Going beyond mere "how-to's", *Cigars, Whiskey & Winning* deals with character traits, core beliefs, and fundamental values to reveal the secrets to becoming a winning leader that are as much about "who to be" as "what to do". And there isn't a chart, table, or checklist in sight—just a handy index of lessons for ready inspiration on demand.

## Book Information

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## Customer Reviews

"Ulysses S. Grant was a perceptive and surprisingly modern manager," writes Al Kaltman. "A pragmatist who learned from his own and others' successes and failures, he brought new dimensions to strategic planning. He was adept at seizing and exploiting opportunities as they presented themselves, and he boldly shattered paradigms long before the term paradigm had made its way into the management jargon." Kaltman uses Grant's military career, beginning with his

enrollment at West Point through his early successes in the Civil War to his eventual command of the entire Union Army, to illustrate 250 basic principles of business success, from "Bureaucrats do the dumbest things" to "You can't stop the clock." In an afterword, Kaltman considers how President Grant failed to live up to the principles of teamwork and planning that led General Grant to victory, with a resultant career as chief executive whose legacy has been less than stellar. --This text refers to an out of print or unavailable edition of this title.

Kaltman uses Civil War general and U.S. president Ulysses S. Grant to represent a model of 250 management "lessons." There are no complex management theories here; Grant, a poor man who failed at several businesses, initially looks like anything but a model of good management. But with the start of the Civil War, he rejoined the army and slowly rose through the ranks to be commanding general of the Union forces by war's end. Kaltman, the senior executive vice president of MBNA Insurance Services, arranges the lessons chronologically, so the reader follows Grant through his life. Grant's lapses of judgment?i.e., Shiloh and Cold Harbor?are shown in a positive light. His scandal-plagued presidential years still contained a series of accomplishments, and he remained an honest and forthright man, even if his appointees were not. This book makes interesting reading and will certainly appeal to Civil War specialists and scholars. Recommended for both public and academic libraries.?Mark E. Ellis, Albany State Univ. Lib., GACopyright 1998 Reed Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

Wholeheartedly agree with so many other reviewers as it is not like other leadership books which drone on with endless story after story (with the lessons buried somewhere among them all) all the while forgetting that one of the most precious resources managers and leaders have is time. Good grief! Cut to the chase!Well Mr. Kaltman has none of that realizing that your time is important and you need the lesson quickly as the maxims are succinctÃ¢Â"one sentence longÃ¢Â"with a very short story (half to one quarter of a page) of GrantÃ¢Â™s use of it and the outcome. And the historical aspect makes the book fun to read.Other authors and books could learn from this style. Buy it. Read it. Chances are you will be glad you did.

It is easy to read and comprehend. However, the man himself may have been lionized a bit much-he did have critical shortcomings, as noted by historians.

Great read and excellent insight into leadership lessons for anyone. I am in the military and this

book was recommended to me from a fellow military member; it complimented and was very good addition to the other leadership books I have read. It also is a fun read that departs from some of the more dry leadership books I have read with some interesting stories and biographical information about General Grant. I also gave this book as a gift to my brother who is not in the military and he has really enjoyed it as well. I think any student of leadership needs to have this book on their bookshelf.

Very interesting read and not what I was expecting. It is written in short vignettes with a theme and an example and explanation; not well under a page long. Easy applied to business or military leadership. You really don't even have to be a fan of Ulysses S. Grant to like the book as most lessons apply no matter who you are. Easy read and is great for picking up and reading a few pages at a time.

Love it !!

I read this book back in 2004. I have searched for it and couldn't find it until .com. I'm really greatful that I could find it again and share it with my kids.

In "Cigars, Whiskey and Winning," Al Kaltman breaks down the autobiography of Ulysses S. Grant and offers lessons on leadership. Kaltman is shrewd enough to rely on heavy passages from Grant's book which rightfully ranks as an American classic and lets Grant do most of the speaking. Kaltman does not shy from Grant's rollercoaster life, highlighting both the highs and lows though his take on Grant's presidency is rushed and could have been better. Still, there are certainly lessons to be learned from Grant's dramatic life and Kaltman does a solid job of illustrating them.

As I teach leadership and mgmt I have found this book to be full of useful antidotes, very good read!

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