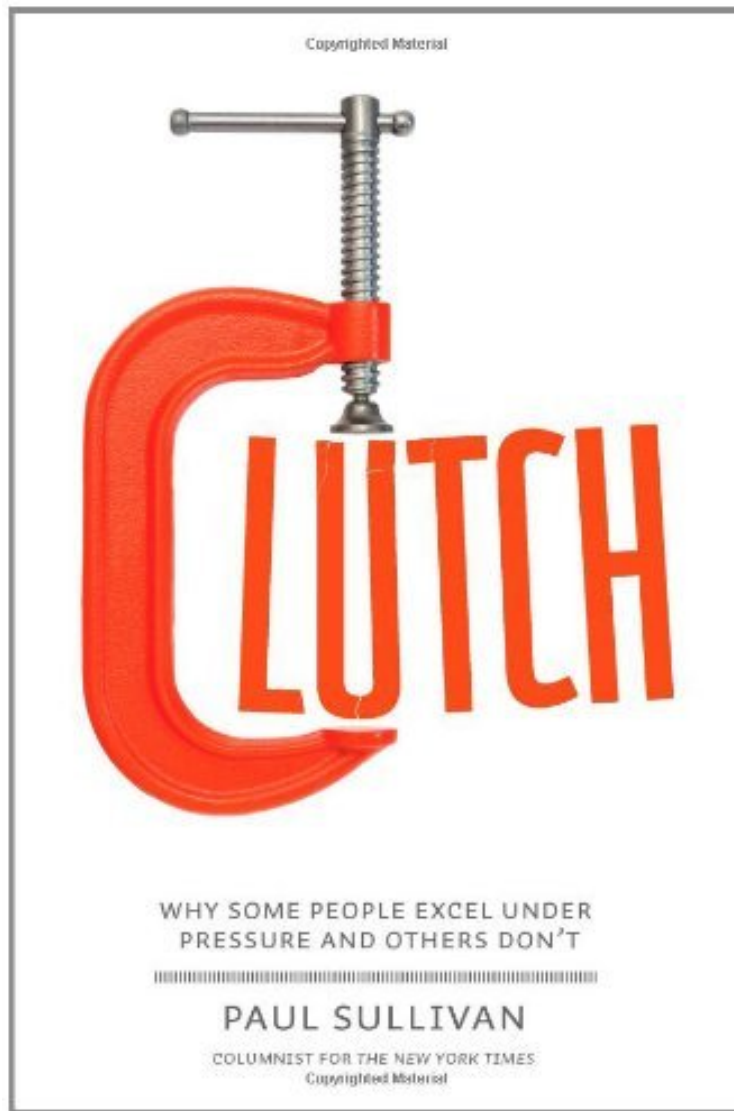


[Free] Clutch: Why Some People Excel Under Pressure and Other Don't

Clutch: Why Some People Excel Under Pressure and Other Don't

Paul Sullivan

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Paul Sullivan : Clutch: Why Some People Excel Under Pressure and Other Don't before purchasing it in order to gauge whether or not it would be worth my time, and all praised Clutch: Why Some People Excel Under Pressure and Other Don't:

2 of 2 people found the following review helpful. What's the point of this book?By Robert KirkI wanted to enjoy and learn from this book but once I finished it, it left me confused and disappointed. I was expecting some great tidbits of wisdom from people who have come through in the clutch but there really wasn't many takeaways. Too many examples of business people in the clutch and too little concrete tools on how we as readers can become better in the clutch. I wouldn't recommend unless you really want to read this book and have too much time on your hands.0 of 0

people found the following review helpful. ClutchBy M. PolkaANYONE who works in business under pressure situations MUST read this book. The essence of this book is simple and straightforward -- in business we often must do things we do everyday but under extreme pressure. Being "clutch," means we can do those things successfully, gaining confidence and experience in the process. Read it. You won't be sorry. There are terrific stories as well that demonstrate what "clutch" really means, and I guarantee that you will be able to relate to it.0 of 0 people found the following review helpful. Five StarsBy Corey H.Good transaction. Just as I had hoped for

nbsp;Is clutch performance innate--or can it be learned? Sooner or later everyone encounters a situation in which the stakes are high and the outcome is crucial. And even top performers can crumble when faced with such extreme pressure. Consider the CEO who panics in a desperate attempt to shore up his company's earnings, the veteran politician who grows overconfident and loses to the upstart candidate, the quarterback who carries his team to the Super Bowl but falls apart in the final quarter. All of them choked. But then there are the performers who thrive under such conditions: the ER doctor racing the clock to save someone's life, the lieutenant who leads his platoon to victory after an ambush, the young attorney who refuses to be intimidated in court and wins the crucial case. These people are clutch, and their ability to overcome extreme pressure consistently and beat the toughest odds fascinates us. How do they do it? According to Paul Sullivan, clutch performance does not stem from an innate ability. It's a learned skill: the art of operating in high-stress situations as if they were everyday conditions. Even some of the most experienced and talented performers lack this skill--but Sullivan shows that anyone can develop it. Drawing on new research and interviews with stars across a range of fields, Sullivan uncovers the shared traits that define clutch performers and explains how anyone can apply their strategies. He builds his case through many inspiring true stories, including those of * a skinny sergeant who saved his battalion in Iraq; * a rookie baseball player who pitched his team into its first World Series; * an eccentric psychiatrist who trained a group of financial traders to become the best in the world; * a lawyer who struggled in school but became one of the top litigators in America. Full of powerful advice and real-world examples, Clutch will show you how to overcome extreme pressure to achieve greatness.From the Hardcover edition.

From Publishers WeeklyNew York Times columnist Sullivan provides a noteworthy look at what causes some people to buckle under pressure when others thrive. He identifies people who are "clutch"--who excel in difficult, stressful situations--across a range of professions and determines what personal qualities keep their performance consistent even when times get tough. Sullivan, a self-professed lifelong "choker," examines the handful of telling characteristics: focus, discipline, adaptability, the ability to be fully in the present, and being driven--not thwarted--by fear and desire. In-depth examples of clutch individuals include actor Larry Clarke; attorney David Boies; business writer Mark Stevens; and Willie Copeland, a military team leader who was awarded the Navy Cross. Sullivan provides valuable insight into star players and companies who choke under pressure and why (the culprits: an inability to accept responsibility and a tendency to overthink and be overconfident). Perceptive and original, Sullivan's account holds sound advice for everyone--athletes, politicians, and business people--looking to amplify their performance under any circumstances. Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. ""Clutch," by "New York Times" columnist Paul Sullivan, is a well-written examination of what makes a person perform despite stress. It's not luck, he emphasizes; it's "the ability to do what you can do normally under immense pressure." He points to five key traits of clutch performers: focus, discipline, adaptability, being truly present and having the fear and desire to win. Sullivan illustrates these talents by way of portraits of accomplished, self-assured performers such as trial lawyer David Boies, JPMorgan Chase's Jamie Dimon and Sergeant Willie Copeland, a hero in Iraq." -TIME Magazine "Mr. Sullivan has sallied forth with notepad and pen in hand to tell individual stories... [He] takes his examples from sports, business, the military and the stage. He explains right away that there are five traits that help people pull off a clutch performance: focus; discipline, adaptability, presence (i.e., actual involvement in the task at hand), and fear and desire. "About the AuthorPaul Sullivan writes the "Wealth Matters" column for The New York Times. His articles have appeared in Condeacute; Nast Portfolio, The International Herald Tribune, Barron's, and the Financial Times, where he was a reporter, editor, and columnist. He lives in Connecticut with his family.