From the Presentation *Leadership Skills in the 21st Century … Do you Know your History?* By Steven M. Fullmer (all rights reserved)

Timeline reference points aiding our understanding of human behavior (influence and motivation), cognitive/emotion/psychomotor styles; growth and learning; change and situational awareness factors.

Psychology 1881 Freud   Psychoanalysis

NeuroPhys 1890  Mosso  Circulation balance for brain fxn

Psychology 1904  Binet-Simon  IQ

Sociology 1911 Principles of Scientific Management – Frederick Winslow Taylor

Sociology 1920 Fordism – Henry Ford

Psychology 1923 Carl Jung   Psychological types

Psychology 1928  William Marston  DISC; *Emotions of Normal People*; Wonder Woman

Leadership 1928 Napoleon Hill *Law of Success*

(Andrew Carnegie opened doors – 500 richest people interview)

Leadership 1937 Napoleon Hill *Think and Grow Rich*

Leadership 1943 Ayn Rand *The FountainHead*

Personal Character, integrity, and personal achievement against great odds

Psychology 1943  Abraham Maslow  Hierarchy of Needs

Psychology 1944  Briggs-Meyer  Type Indicator

Learning 1953  Benjamin Bloom  Taxonomy of Educational Objectives

Leadership 1953  J.B. Jones Laws of Success

Leadership 1956 Earl Shoaff Abundavita; Jim Rohn’s Mentor

Leadership 1957 Ayn Rand *Atlas Shrugged*

Philosophy of Life and Your place in it as a high achiever

Psychology 1960  Douglas McGregor    Theory X and Y

Psychology 1964  Frederick Herzberg Two Factor (Hygiene) Theory

Sociology 1970 Post Fordism

Leadership 1971 Robert Townsend *Up the Organization*

NeuroPhys 1973  Hounsfield, Cormack  CAT scan (structure)

Leadership 1975 Zig Zigler *See You at the Top*

NeuroPhys 1977  Damadian  MRI (structure, not function)

Leadership 1979 Barbara Sher *Wishcraft* – How to get what you really want -

Leadership 1980 Ken Blanchard *The One Minute Manager*

Psychology 1981  William Ouchi Theory Z

Leadership 1981 Jim Rohn *The Seasons of Life*

Followed by The Art of Exceptional Living (1994), Leading an Inspired Life (1996),

The Keys to Success (2002), The Day that Turns your Life Around (2003),

Twelve Pillars (2005)

Leadership 1984  Hyrum Smith Franklin Planners

Leadership 1986 Tony Robbins *Unlimited Power*

Followed by Awaken the Giant Within, Unleash the Power Within,

The Power to Shape Your Destiny (2012)

Leadership 1989 Steven Covey *The Seven Habits of Highly Successful People*

Sociology 1990 Neo-liberal globalization aka cognitive-cultural economy aka digital age

NeuroPhys 1990  Teams  fMRI (MRI, PET, SPEC) – function!

NeuroPhys 1990  US Government  Human Genome project initiated

Learning 1993  Ericsson, Pool, et. al.  Violinist study on proficiency

Psychology 2000  Robert Holden  *Shift Happens*

Leadership 2001 David Allen *Getting Things Done*

Psychology 2002 Daniel Goleman Primal Leadership: Learning to Lead with EQ

Psychology 2003 Paul Ekman *Emotions Revealed*

NeuroPhys 2003  Teams  Human Genome fully mapped

Learning 2000  Malcolm Gladwell  *Tipping Point*

Leadership 2004 Jeff Olson *The Slight Edge* Simple Disciplines into Massive Success

Psychology 2005 Robert Holden *Authentic Success*

Psychology 2005 David Viney (Prince2)  Change curve

Learning 2005  Malcolm Gladwell  *Blink*

Learning 2006  Frank Sopper  Cognitive Styles Survey; OpenBook Learning

Psychology 2008 Dave Logan, et. al.  *Tribal Leadership*

Learning 2008  Malcolm Gladwell *Outliers* (10K hour rule)

NeuroPhys 2008  Various  fMRI for regional function mapping

NeuroPhys 2009 Atul Gawande *The Checklist Manifesto*

Leadership 2010 Darren Hardy *The Compound Effect*

NeuroPhys 2010  V.J. Ramachandran  *Tell Tale Brain*

NeuroPhys 2011 Daniel Kahneman *Thinking Fast and Slow*

Leadership 2011  John Maxwell  Five Levels of Leadership

Psychology 2013  Barbara Trautlein *Change Intelligence*

Psychology 2014  John D. Mayer *Personal Intelligence*

NeuroPhys 2014  Daniel J. Levitin *The Organized Mind*

Leadership 2017 Mel Robbins *Five Second Rule*

Leadership 2017 Brendon Burchard *High Performance Habits*

Psychology 2017 research journal 10/10/2017 Listening more important than visual cues EQ