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LEADING GEEKS
How to Manage and Lead People Who Deliver Technology
Paul Glen

Questions for the Author

1. When did you first realize that the traditional management models didn't apply to "geeks," the talented technology professionals of today?
2. In your new book, **LEADING GEEKS**, you cite some of the many differences between geeks and other workplace professionals. What are the most important distinctions and why is it important for today's managers to understand these differences?
3. You observe that geeks are typically not very concerned with the trappings of wealth nor the power money brings. If this is so, why are geeks so highly compensated?
4. What are the most important qualities a geek leader can possess?
5. What are the most common pitfalls in managing a geek?
6. Describe the ideal work environment for geeks.
7. **LEADING GEEKS** reveals how complicated managing geeks can get when subordinates routinely have a deeper technological understanding of a project than their superiors. What advice can you give managers who need to keep projects focused and evaluate performance despite their technological disadvantage?
8. Often geeks do not stay at any one job for very long and many people believe geeks in general are a disloyal bunch. Why don't you see the geek's job-hopping as disloyal?
9. In **LEADING GEEKS**, you note the importance of a geek's relationship to his or her work. How is this relationship different from the average employee's and what lessons does it hold for managers?
10. What lessons from your book can managers use with non-geeks? Or is it possible there's a little geek in all of us?
11. Has the marketplace, and even the workplace, changed for geeks since so many dot.coms have gone belly up?