

# **GRIT:** The New Science of What it Takes to Persevere, Flourish, Succeed

By Paul G. Stoltz Ph.D



**GRIT: The New Science of What it Takes to Persevere, Flourish, Succeed** By Paul G. Stoltz Ph.D

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Breakthrough research proves GRIT can be understood, measured and permanently improved. New York Times #1 best-selling author, Dr. Paul G. Stoltz, the originator of the AQ® (Adversity Quotient) theory and method, delivers on the next big breakthrough in human endeavor and success. Discover why a new study reveals 98% of employers worldwide pick GRIT over any other factor, including grit. Find out why GRIT can determine whether or not you achieve your goals, transcend your circumstances, and better your life.

Grit is hot, but misunderstood. Most people think grit is purely about basic tenacity and persistence. "That's much too limited. Science proves there is substantially more to GRIT," says Dr. Paul G. Stoltz, (author of Adversity Quotient, The Adversity Advantage, Put Your Mindset to Work). In this provocative new book, he provides the definitive upgrade from "grit" to "GRIT", and asserts that "Whether at work, school, home, sport, or play, the quality of GRIT is as important as or more important than the quantity."

Drawing from his 35 years of scholarly research and practical application in top companies and institutions like Harvard Business School and MIT, Stoltz exposes the difference between Dumb and Smart GRIT, Bad and Good GRIT, Weak and Strong GRIT. He lays out the four dimensions of GRIT, Growth, Resilience, Instinct, and Tenacity, then guides the reader to Grok (understand), Gauge (measure) and Grow (measurably improve) one's GRIT.

Each book comes with a private code to complete the GRIT Gauge<sup>TM</sup>, online, with a full feedback report on one's GRIT, along with concrete tools and tips to apply GRIT as leaders, students, professionals, parents, athletes, team members, individuals, whatever the age or stage of life, to achieve uncommon personal and collective success in any and all pursuits.

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#### **Editorial Review**

#### Review

"Chapters walk the reader through how to hone their own propensity for GRIT, and how to apply GRIT to one's business career, personal relationships, and the pursuit of one's dreams....A life-changing self-improvement guide, Grit is a valuable read from cover to cover." - Midwest Book Review, February 2015

#### From the Back Cover

"If there's one thing, one book every athlete and coach needs to excel, it's *GRIT*. Talent gets you on the team. GRIT is what wins championships. And "Dr. Paul" shows you how."

Juwan Howard, Winner of two NBA Championship rings, Assistant Coach Miami Heat, Former NBA All Star

"When it comes down to what it really takes for anyone to consistently do and be their best, there is nothing much more critical than Dr. Stoltz's upgraded version of GRIT. He and his work have helped us on many occasions in recent years with our global transformation-- growing and shaping more resilient and agile leaders for the future."

William A. Blase, Jr., Senior Executive Vice President -- Human Resources AT&T

"*GRIT* provides students, educators, administrators, and parents the most advanced, proven tools for growing measurably greater GRIT. It is the defining element in student success."

**Jodi McPherson**, VP Student Success & Career Development Pearson Education

"When it comes to recruiting, growing, and equipping people to flourish and succeed in an increasingly competitive world, nothing is more important than GRIT. Paul provides the most scientifically sound, practical approach and framework to infuse greater GRIT into all aspects of your business and your life." **Robin Pring**, Senior Vice President, Human Resources HEINEKEN Americas

"Entrepreneurs need to be resilient and tenacious - that's where *GRIT* comes in. This landmark book decodes and defines the entrepreneurial mindset. It is essential for anyone wanting to start, build, or achieve anything noteworthy."

Laurie Stach, Founder of MIT Launch and Program Manager of High School Education Martin Trust Center for MIT Entrepreneurship

"In Paul's new book he captures an essential ingredient of doing big things. Nothing difficult gets accomplished without the toughness and perseverance to see it through. My teams and I have been fortunate to pioneer many "firsts" and GRIT has been at the heart of every ascent. Paul equips you to gauge and grow your GRIT, so that you can take on the summits of your life."

**Erik Weihenmayer**, Author, filmmaker and international speaker. World's leading blind athlete and adventurer. Climbed Everest and the Seven Summits. Kayaked the Colorado River through the Grand Canyon.

"GRIT presents the most robust, grounded, and practical framework in existence for anyone trying to lead

their business, their loved ones, or themselves to accomplish extraordinary goals." **Stephen J. Burrill**, Partner, National Health Care Providers Marketplace Leader, AERS Advisory National Health Care Providers Leader Deloitte & Touche LLP

#### About the Author

Paul G. Stoltz is the world's leading authority on applying and growing GRIT within individuals, relationships, leaders, teams, enterprises, and cultures. His research-grounded GRIT<sup>TM</sup> methods, assessments, and tools are customized for and proven to create measurable improvements in GRIT for business, education, entrepreneurship, families, and personal success.

Dr. Stoltz is the founder and CEO of PEAK Learning, Inc. since 1987, as well as the originator of AQ® (Adversity Quotient®) and GRIT<sup>TM</sup> theories and methods, used at Harvard Business School, MIT, and industry leading companies worldwide. More than one million people from 63 countries have assessed and been put on the path to strengthen their AQs and GRIT<sup>TM</sup> through PEAK's AQ Profile® and GRIT Gauge<sup>TM</sup>, respectively.

Dr. Stoltz is a prominent speaker, consultant, coach, and advisor, with five international bestsellers, based on his pioneering research and applications, published in 15 languages. He coordinates and supports research efforts in 29 countries, as Founding Director of both the Global Resilience Institute and GRIT Institute.

He was selected as "One of the Top 10 Most Influential Global Thinkers" by HR Magazine, and "One of the 100 Most Influential Thinkers of Our Time," by Executive Excellence, and has been featured in the world's top media including Oprah, Today Show, Fox, CNN, CNBC, ABC, NBC, Financial Times, Wall Street Journal, Entrepreneur, Success, Business Week, Women's World, Asia 21, Singapore Strait Times, Bloomberg, and more.

Dr. Stoltz considers himself to be an "obsessive pragmatist," relentlessly attempting to convert the most robust science into the simplest, most practical tools enterprises use to generate superlative results, and which anyone can use to live a grittier, more resilient, and fulfilling life.

#### **Users Review**

#### From reader reviews:

#### Willie Kelly:

Book is to be different for every grade. Book for children until adult are different content. As it is known to us that book is very important for us. The book GRIT: The New Science of What it Takes to Persevere, Flourish, Succeed ended up being making you to know about other understanding and of course you can take more information. It doesn't matter what advantages for you. The e-book GRIT: The New Science of What it Takes to Persevere, Flourish, Succeed is not only giving you considerably more new information but also for being your friend when you sense bored. You can spend your own personal spend time to read your e-book. Try to make relationship using the book GRIT: The New Science of What it Takes to Persevere, Flourish, Succeed. You never experience lose out for everything should you read some books.

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