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Pat's model gives leaders a simple tool for enabling clarity, unity and alignment in their organizations.

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prevent the free flow of  
information and resources thereby  
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SILOS, POLITICS, AND TURF  
WARS THE SUMMARY IN BRIEF

The concept of “ silos ” has become  
synonymous with the barriers that

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separate work teams, departments  
and divisions — causing people who  
are supposed to be on the same  
team to work against one another.  
These mad-denying factions breed  
the office politics and in-fighting  
which ultimately kill

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In *Silos, Politics, and Turf Wars*,  
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Lencioni presents a dynamic  
leadership fable that reveals how  
organizations can overcome the

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“silos” that divide work units and paralyze performance. Lencioni also offers solutions to a key leadership issue — the impact of turf wars and political infighting on organizational effectiveness.

Silos, Politics, and Turf Wars

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Silos, Politics and Turf Wars deals with the way people try to protect "their" areas when they feel threatened. I'm sure everyone works with someone who is territorial and defensive when they're asked probing questions or

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We have all most likely seen

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organizational silos, or turf wars,  
in action in our careers. Different  
departments fight for budget  
dollars, head count and control  
over direction, seemingly intent on  
winning no matter the effect on the  
overall company. Information  
sharing between teams becomes



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scarce as information becomes  
power in the silo game.

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Wars by Patrick Lencioni. Silos,  
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Showing 1-3 of 3. “Why matrix  
organizational structures became  
so popular I ’ m not really sure.  
There is certainly an element of  
flexibility and collaboration  
suggested by them, but in reality  
they are forums for confusion and  
conflict. They have certainly not

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Contributed to the breakdown of  
silos; they 've merely added an  
element of schizophrenia and  
cognitive dissonance for  
employees who...

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Silos, Politics and Turf Wars is full of practical wisdom for getting people and organisations together on the same page, supporting one another, sharing our problems, and celebrating our various successes

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and achievements. Lencioni offers  
a model for combating silos,  
consisting of four components:

Silos, politics and turf wars –  
macarisms

The indictment part of Silos,  
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Silos, Politics and Turf Wars: A



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As with his other books, Lencioni writes *Silos, Politics, and Turf Wars* as a fictional—but eerily realistic—story. The story is about Jude Cousins, an eager young management consultant struggling to launch his practice by solving

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one of the more universal and  
frustrating problems faced by his  
clients.  
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Wars begins with the story of Jude

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Organizations, including a hotel, a  
hospital, a manufacturing firm, and  
a church, he discovers a common  
problem: silos.

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Essential Leadership Apps  
Like his other fables, Silos,  
Politics, and Turf Wars is fiction in  
realistic form, involving not one,  
but three organizations, all  
struggling to eliminate their silos

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and bridge a sense of alignment  
back in place. This audio comes  
with a bonus interview and  
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Silos, Politics, and Turf Wars by  
Patrick Lencioni ...

Like his other fables, SILOS,

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POLITICS, & TURF WARS is fiction in realistic form, involving not one, but three organizations, all struggling to eliminate their silos and bridge a sense of alignment back in place.

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Silos, Politics and Turf Wars is one of the Patrick Lencioni fables made famous by his Five ...

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exception. Utilizing characters of his own making, Lencioni explains the dangers that go along with people forming into groups known as silos. According to Lencioni, companies always have silos.

## Silos Politics and Turf Wars



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vertical structures-but the word

has become synonymous with

barriers to workplace

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