

Perth Leadership Institute Announces Innovative Research on the Financial Styles of Leaders

Research Links Leaders' Financial Styles to Company Profitability and Valuation

(Gainesville, Florida, August 9, 2006) The Perth Leadership Institute (<http://www.perthleadership.org/>), the industry leader in leadership financial acumen development programs, today announced the availability of its http://www.perthleadership.org/leadership_behavior_research.htm [research] into the financial styles of leaders. Based on extensive fieldwork with executives and managers, the research identifies and measures the financial styles of leaders and executives and shows how these are linked with the financial performance and profitability of their units and their organizations.

The research is set out in the book by <http://www.perthleadership.org/pv-mgmtteam.htm> [Dr. E. Ted Prince], Founder and CEO of the Institute, entitled http://www.amazon.com/gp/product/0071454292/qid=1123016071/sr=8-1/ref=pd_bbs_sbs_1/103-8250033-2772658?n=507846&s=books&v=glance [*The Three Financial Styles of Very Successful Leaders*], published by McGraw-Hill in 2005.

According to Dr. Prince, “Our ground-breaking research has resulted in a new paradigm for identifying and improving leadership outcome, defined as financial and valuation outcome. Human resource leaders, learning and development staff, corporate universities and business leaders generally now have access to a new set of leadership development tools, based on this research. These directly influence and improve the financial performance of executives and managers by revealing to them how their behavior is linked directly to company profitability and valuation.”

The Perth Leadership Institute has developed new leadership assessments based on its research. These form part of its <http://www.perthleadership.org/services.htm> [financial performance training and improvement programs] for executives. These include its Individual Financial Performance Program, Team Financial Program and Valuation Alignment Program.

Perth recently announced the release of its <http://www.perthleadership.org/FinancialOutcomeAssessment.htm> [Financial Outcome Assessment™], an online instrument which assesses the financial acumen of executives and managers and shows them how to develop it.

The Perth Leadership Institute was founded in 2002 in Gainesville, Florida, by Dr. E. Ted Prince to carry out research into the linkages between behavior and company financial outcomes. Its programs are targeted at executives and managers and are used by human resource leaders for executive development, succession planning and to improve individual and team financial performance.

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