



Gaicho Dialogues on Leadership and Management

By *Alfredo Behrens*

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Lessons on leadership, strategy and people management from militia-led insurrections in Latin America provide as seen through the eyes of two iconic literary characters.

“Alfredo Behrens has written a most engaging book, applying an imaginative, literary approach to debunk the idea that there is a unique form of management suitable for all cultures. His focus is on Latin America but his provocative conclusions have relevance for other cultures and contexts.”

—Simon Commander, Altura Partners, London and IE Business School, Madrid

“Gaicho Dialogues on Leadership and Management [...] is fascinating and innovative, a refreshing take on leadership that will be relevant across the globe.”

—Suzy Welch, Former Editor-in-Chief, Harvard Business Review; Coauthor, *Winning*

“Gaicho Dialogues on Leadership and Management” analyzes Latin American militias as organizations, highlighting the elements that best fit people who see themselves as members of groups—a description that fits the vast majority of the world. Among militias, loyalty largely overrides merit and can align a people into highly effective action, a characteristic that business organizations wish to promote.

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About the Author(s) / Editor(s)

Alfredo Behrens holds a PhD from the University of Cambridge. He writes and speaks on leadership and management in cross-cultural settings. He also lectures at top business schools and has addressed large management meetings in four continents.

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