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# Extreme Ownership: How U.S. Navy SEALs Lead And Win

## **EXTREME OWNERSHIP**

HOW

U.S. NAVY

SEALS

LEAD AND WIN

JOCKO WILLINK AND LEIF BABIN



## Synopsis

In *Extreme Ownership*, Jocko Willink and Leif Babin share hard-hitting Navy SEAL combat stories that translate into lessons for business and life. With riveting firsthand accounts of making high-pressure decisions as Navy SEAL battlefield leaders, this audiobook is equally gripping for leaders who seek to dominate other arenas. Jocko and Leif served together in SEAL Task Unit Bruiser, the most highly decorated Special Operations unit from the war in Iraq. Their efforts contributed to the historic triumph for US forces in Ramadi. Through those difficult months of sustained combat, Jocko, Leif, and their SEAL brothers learned that leadership - at every level - is the most important thing on the battlefield. They started Echelon Front to teach these same leadership principles to companies across industries throughout the business world that want to build their own high-performance, winning teams. This audiobook explains the SEAL leadership concepts crucial to accomplishing the most difficult missions in combat and how to apply them to any group, team, or organization. It provides the listener with Jocko and Leif's formula for success: the mind-set and guiding principles that enable SEAL combat units to achieve extraordinary results. It demonstrates how to apply these directly to business and life to likewise achieve victory. The audiobook includes an interview with the authors.

## Book Information

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## Customer Reviews

*Extreme Ownership* is written by two former Navy SEALs, Jocko Willink and Leif Babin, who now head a leadership training company. Both men are pretty hardcore, I must admit. The experiences

they share in this book are intense and eye-opening--not to mention unique. There aren't many books out there that give such detailed glimpses into the lives of SEALs in action. The book is structured in a very basic and clear way. The authors convey one main point per chapter by sharing a story from their battlefield experiences, then highlighting the main principle of that story, and finally giving a concrete example of how this principle applies in business settings. Their main points can be summarized as follows: (\*) The leader is always responsible. (This is what they call "extreme ownership." Basically, leaders must always "own" the mistakes and shortcomings of their teams.) (\*) Everyone on the team must believe in the mission. (\*) Work with other teams to achieve mutually beneficial outcomes. (\*) Keep plans simple, clear, and concise. (\*) Check your ego. (\*) Figure out your priorities, and then act on them one at a time. (\*) Clarify your mission (i.e., your plan). (\*) Engage with your higher-ups; keep them in the loop--especially when they frustrate you. (\*) Act decisively, even when things are chaotic. (\*) And the last chapter is a summary of the seemingly contradictory qualities of a leader. In my opinion, the simplicity, clarity, and structure of this book are its greatest strengths. I knew exactly where the authors were going with their points, and I understood exactly the message they were trying to communicate. The book is incredibly easy to follow. I do have two minor complaints. First, the book is really repetitive at parts. There are several moments when the authors share a complete story or personal thought--and then share the story again, but this time in the context of telling it to either their SEAL teams or to a group of business executives. It became a little tedious. If I hear the story once, I don't need another play-by-play, no matter how interesting it was the first time around. Second, while this book is very descriptive--especially with the battle scenes--it is also incredibly restrained, almost cold. There is basically no emotion in this book--which feels weird, because even though it's a book about leadership, it's also a book about war, too. If you are going to aim to teach me something through your intense and sometimes tragic experiences, well then let's get into it. I'm not looking for manufactured drama, but you don't have to scrub it all clean for me, either. Ultimately, I ended up feeling like the authors didn't trust me enough with the whole story. And I wanted more than that. Still, I appreciated what Willink and Babin had to share. Their lessons are insightful and thought-provoking, and I can definitely see how their experiences will help guide leaders in the business world. Extreme Ownership is a worthwhile read, yes--but also a somewhat muted one. Take it for what it is.

If you were to judge a book by its cover, you would think that "Extreme Ownership: How US Navy SEALs Lead And Win" is a book which would only be applicable to military veterans and historians. You would be wrong. This isn't a self-help book from some "gurus", nor does it provide an ideology

or set of steps for how to approach specific problems. Extreme Ownership is a mindset which applies to everything you do. Authors Jocko Willink and Leif Babin have crafted a guidebook for success in all ventures of life. They explain hard-learned principles of leadership, which they experienced first-hand as US Navy SEALs, specifically in and around their 2006 deployment to Ramadi, Iraq, one of the most dangerous places and times in the war. These principles can be applied to any relationships or walks of life; they are simple enough for anyone to understand, and broad enough to use in any situation. The book is separated into 12 chapters, each which highlights a principle of leadership. Each chapter is then broken into 3 sections. The first section is an anecdote providing an example of how US Navy SEALs use their military experience to demonstrate each principle. The second section is how & why the principle works. The third section is an example of how that principle transforms from the battlefield, into world of businesses of all types & sizes, as experienced by the authors and their customers. It is very easy to read and understand, despite the regular use of military jargon (which is either footnoted or explained so even non-military readers can comprehend). Military recruits & officers, parents, corporate executives, students, low-level management, spouses, shop foremen, independent contractors, and sole proprietors will all benefit from the lessons of Extreme Ownership. If you feel you're stuck in a rut, lacking self-discipline, or perhaps know someone who simply needs to improve their lot, this book is an excellent starting point. I have personally read & completed this book, but I will never be done with the concept of "Extreme Ownership". Being able to take ownership and be accountable for the things around me has truly changed my life for the better.

this is a very good read. i found the principles mentioned in this book are all very practical. they are applicable not only to business, but many principles are transferrable and can be applied to our relationships with family as well, say, the way to raise our children. this book provides a very solid ground for those who aspire to be a better leader. there is so much to learn in this book. as what the authors say, these principles are simple, but not easy. i very much appreciate the authors put their experiences and consolidate the principles in this one book.

Jocko Willink and Leif Babin take you into the intimate world of U.S. special operations to share lessons learned from Navy SEAL combat and training, and show how these lessons apply to the business world. Although the book is geared toward business applications, these lessons apply to LIFE. Whether it be fitness, family and marriage, or work, the principles outlined in the book are germane. Immediately after reading this book, I added 50 pounds to my squat, fell in love with my

wife again, and geared my business up for increased success and world domination. I have already gifted this book to several colleagues and friends. If you would like the added pleasure of having the authors read the book to you while you are driving or taking a bubble bath, may I recommend the audiobook for you. In sum, this book is a must read for anyone wanting to improve themselves. Take Extreme Ownership of your life and put these principles into practice. "Get after it!"

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Summary: Extreme Ownership: How U.S. Navy SEALs Lead and Win  
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NAVY SEAL DISCIPLINE; The Ultimate Guide to Self-Discipline & Control like a US NAVY SEAL:  
Gain Incredible Self Confidence, Motivation & Discipline.: Self-Discipline: ... Guide (NAVY SEAL WARRIOR GUIDES Book 1)  
Gray Foxes, Rattlesnakes, and Other Mysterious Animals of the Extreme Deserts (Extreme Animals in Extreme Environments)  
Polar Bears, Penguins, and Other Mysterious Animals of the Extreme Cold (Extreme Animals in Extreme Environments)  
Stealing Fire: How Silicon Valley, the Navy SEALs, and Maverick Scientists Are Revolutionizing the Way We Live and Work  
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By Honor Bound: Two Navy SEALs, the Medal of Honor, and a Story of Extraordinary Courage  
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Code Name: Johnny Walker: The Extraordinary Story of the Iraqi Who Risked Everything to Fight with the U.S. Navy SEALs  
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