

NATIONAL BESTSELLER

# NEW POWER

How Anyone Can  
Persuade, Mobilize and  
Succeed in Our Chaotic,  
Connected Age

"The best window I've seen into this new world."  
—DAVID BROOKS, *The New York Times*

JEREMY HEIMANS  
and HENRY TIMMS

## Book of the Month - February 2024

Shared by Shane Jones

I had the opportunity to listen to one of the authors, Henry Timms at a NASSP Conference in Washington D.C. in my first year serving on the UASSP Board of Directors. It was a great presentation about how the power dynamics of the world are changing and how leaders are adapting and using that power or are being left behind because they do not understand the new power. After reading this book it helped me understand new options in problem solving, how to work with my younger teachers, and help me identify my successes and my failures. It has real life applications and some great examples of how “New Power” is changing how we can lead. It also talks about how we need to be careful because “New Power” can be misused just like old power.

## THE MISSION OF THIS BOOK

The future will be a battle over mobilization. The everyday people, leaders, and organizations who flourish will be those best able to channel the participatory energy of those around them – for the good, for the bad, and for the trivial.

**Old Power:** works like a *currency*. It is held by few. Once gained, it is jealously guarded, and the powerful have a substantial store of it to spend. It is closed, inaccessible, and leader-driven. It downloads and captures.

**New Power:** works like a *current*. It is made by many. It is open, participatory, and peer-driven. It uploads, and it distributes. Like water or electricity, it is most forceful when it surges. The goal with new power is not to hoard it but to channel it.

### Examples

#MeToo vs. Harvey Weinstein

The Patient vs. The Doctor

The Ice Bucket Challenge

## OLD POWER VALUES

## NEW POWER VALUES

Managerialism, institutionalism, representative governance

Informal, opt-in decision making; self-organization; networked governance

Exclusivity, competition, authority, resource consolidation

Open source collaboration, crowd wisdom, sharing

Discretion, confidentiality, separation between private and public spheres

Radical transparency

Professionalism, specialization

Do-it-ourselves, “maker culture”

Long-term affiliation and loyalty, less overall participation

Short-term, conditional affiliation; more overall participation

# Chapter 9 - Leadership Model

