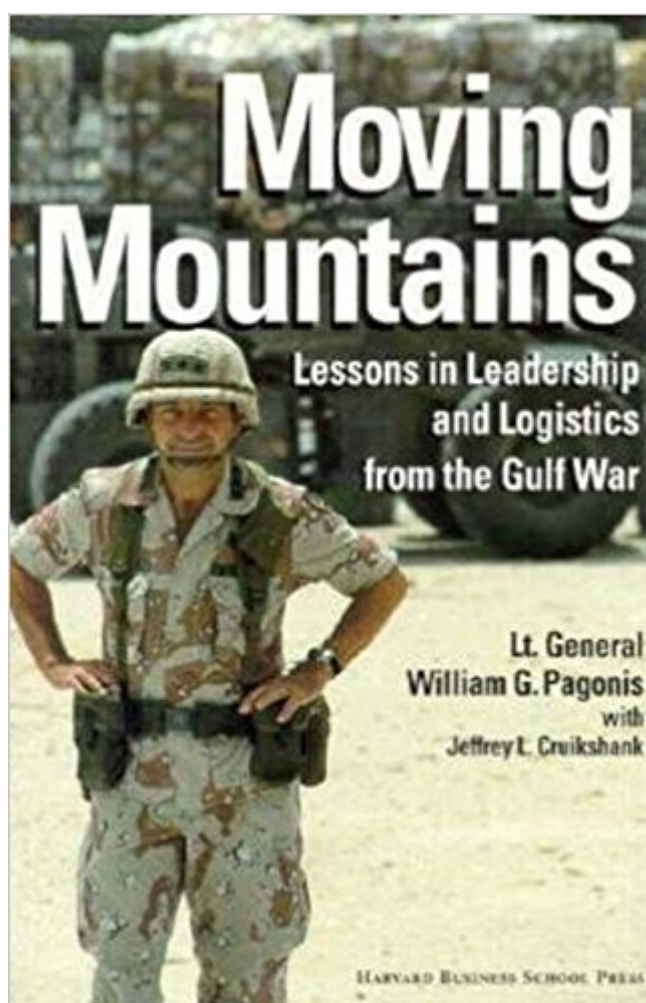


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# Moving Mountains: Lessons In Leadership And Logistics From The Gulf War



## Synopsis

"Business Week" described the Gulf War as "the largest military logistics operation in history", entailing an unprecedented deployment of troops and supplies halfway around the world. Here is a firsthand account of the supply effort that led to the dramatic Allied victory in the Gulf, written by the general who spearheaded the remarkable undertaking. General Pagonis recounts the Gulf War from the first fateful telephone call, to the mobilization of 550,000 troops and the shipment of 7,000,000 tons of supplies, to the enormously complex challenge of bringing home a half million soldiers and their equipment. Numerous leadership and logistics lessons can be gleaned from his experience. Pagonis describes his battlefield innovations as well as his inspirational leadership style. Using historical examples and current business practice, he makes a strong case for better leadership and better logistics, both in the military and in the private sector. In the Gulf War, leadership and logistics came together, and extraordinary goals were achieved. Pagonis demonstrated what senior managers of world-class companies now recognize: good logistics is an important source of competitive advantage. "Moving Mountains" offers lessons for all organizations facing major operational challenges.

## Book Information

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## Customer Reviews

Traditionally the most unglamorous and under-appreciated facet of the military, logistics comprises transportation; oil and fuel management; food, water and ammunition supply; and many other day-to-day needs that must be met before an army can fight. U.S. Army Lieutenant-General Pagonis presents a definitive case study of modern logistics in the context of the Gulf war. With

unprecedented speed and efficiency, Pagonis's 22nd Support Command moved nearly 500,000 soldiers and seven million tons of supplies halfway around the world, a feat that General H. Norman Schwarzkopf called "absolutely gigantic." Here Pagonis provides a virtual textbook of logistical problem-solving in such arcane areas as organizing recreational activities for several thousand men and women under the host-nation's severe religious and social constraints, as well as such conventional problems as whether to construct an overpass at the Mother of all Intersections. Pagonis makes many useful comments, of interest to the private business sector, about time management, delegation of authority and boss-to-staff communications. Photos. 50,000 first printing; \$75,000 ad/promo; author tour. Copyright 1992 Reed Business Information, Inc.

Jeffrey L. Cruikshank is a cofounder of Kohn-Cruikshank, Inc., a Boston-based communications consulting firm. He has written or cowritten a number of business-related books, including the bestselling *Do Lunch or Be Lunch*, and was a coauthor with David Sicilia of *The Little Engine That Could*. --This text refers to an out of print or unavailable edition of this title.

This is one of the best books on management out there. Like many officers, Pagonis thinks a little too highly of himself (in my opinion) but it is not overwhelming. I wish he explained in greater detail how his 6" x 9" card system worked because I didn't fully understand it (could have just been me though). This is probably the best treatise on the subject of military logistics out there. As a vet suffering from PTSD, I have met many young vets who have returned from the Mid East who are angry at the waiting they had to do before going into battle. I have shared this book with them and they have come back telling me "I didn't know it was that complicated". This book is a testament to all the behind the scenes work that is necessary to field an army.

Book arrived in excellent shape. Very pleased. This was a replacement for my library as this book has great value to future military logisticians.

Great read for military logisticians!!!

Had been meaning to get this book for a long time. Finally have. Will be used when I get back into Logistics Leadership

First, let's clear something up. This is NOT a textbook on logistics, nor is it a history of the first Iraq

war. Rather, it is a book about effective leadership. It is also about change management. If you want to improve your leadership skills, then I highly recommend this book. I first read it in 1995, as I write this review in 2010, the notes I took then still resonate. If you are faced with a monumental task with a short timeline, then this book should be relevant to you. For example, General Pagonis writes about the importance of building a vision, acting upon it, setting goals related to it, then getting your directs to set objectives that support those goals. He also discusses the importance of communication. Although the book was written long before the rise of social media, his points about communication are still valid. But then he goes further and covers points I don't often see discussed in other books or media. All in all, a good investment, especially since it's available in paperback now.

A very easy read. Have read it several times and always find something new

Great story about supply chain management during the Persian Gulf War

To much me,me,me. A decent historical account of logistics support, but too much info about the writer. He should have added more info on subordinate logistic units.

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