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## Edwardsville native pens leadership book

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It is one thing to graduate college in international business, finish graduate school at Loyola University in financial derivatives, study in London and become a professor at the University of Economics in Prague Czech Republic and Northwestern University in Chicago. It is another thing to have Lance Armstrong endorse your book.

Andrew Razeghi has accomplished all of that and more and he started it all in Edwardsville.

Razeghi, who is currently a professor at the Kellogg School of Management at Northwestern University, has written a book titled "Hope: How Triumphant Leaders Create the Future."

"Hope" is about the research of neuroscience and behavioral psychology, intertwined with the idea of hope mixed with the true stories of many leaders. In the book, Razeghi defined hope as being a methodology in which people succeed.

"There is new -- news on the ancient virtue," Razeghi said. "We can actually see the impact of a person's beliefs on the brain. The advances in neuroscience allow us to look at the mind and it is intriguing. It isn't a fuzzy philosophy."

The book discusses many key figures such as Walt Disney, Ernest Shackleton, Thomas Edison, Charles Schwab, Deepak Chopra, Paul Orfalea and another hometown native, Mannie Jackson, who is the current owner of the Harlem Globetrotters.

"I talk about hope as a verb, it isn't hope as wishful thinking," Razeghi said.

"There is a methodology that leaders follow, like Lance Armstrong, they follow steps."

Razeghi lists those steps in the book, chapter by chapter. Those include: thinking about believing, exercising your hope muscles and putting hope to work.

He said, he "discovered that hope, as defined by and used by successful people, is a methodology and that it can be learned."

Also in the book, Razeghi offers "The Five Stones of Wakefulness" or raising awareness in the power of belief, "Belief Management" by discovering triumphant leaders, "Wayfinding" by defining a concept used by Polynesian sailors and "Flatlining," which is Razeghi's research on hope.

Some of his influence came from the streets and feel of the city of Edwardsville.

"Edwardsville, Illinois, is a small, affluent community twenty miles east of St. Louis, Missouri," quoting Razeghi's book. "It is best known for its German farmers, trial lawyers, and aggressive jury awards. It is one of those quaint towns where people know each other and have known each other for generations."

He goes on to say that Edwardsville has a farmers' market every Saturday in the summer and a parade at Halloween.

Specifically, he lists Sacred Grounds, "where locals drink coffee from brown mugs and share the news and gossip of the day."

Razeghi also mentions the town ambassador, Preach. He describes Preach as "an elderly man who keeps a watchful eye over Main Street during his daily walks. His behavior gets his name."

Who seems to be the perfect example of hope and leadership for the book is Mannie Jackson. Jackson is also a native of Edwardsville and was the first black All-American captain of the Illini basketball team at the University of Illinois and became a Harlem Globetrotter. Now, he owns the team.

While Jackson was discriminated against and had to work diligently to overcome obstacles, he is now "one of America's richest men only to return to claim his Midwestern roots as the anchor of his success." Razeghi is quick to say that he and Jackson both played basketball for Edwardsville and played for the much celebrated coach Joe Lucco.

Jackson attributes his success by having the ability to look up to many great leaders, including Lucco. His leaders led him to believe in himself.

As Razeghi states, "Jackson starts all his comments with these words: 'I believe.'"

Razeghi said his beliefs grew while writing the book.

"The interesting thing I have witnessed -- when you think about believing in hope for two years it drives you," Razeghi said. "My roll as an educator (is) realizing the responsibility I have to students and maintaining faith through tough times. Like a parent raising a child or a client starting a new business, when people look to you, they are looking for hope."

If being a professor, a husband and a father wasn't enough, Razeghi also

owns his own business, Andrew Razeghi Companies, LLC.

His business assists others in creating new ideas to better their corporations, businesses or teams.

"Essentially our focus is helping businesses and organizations grow through the introduction of new ideas," Razeghi said. "I have been working in the field for 14 years and my own practice since 1997. I am always asked about other's ideas and whether I believe in them. Doing the research and writing the book, I realized that people want others to believe in them. I have been very fortunate to have thought about this for a while."

While it is exciting to be a professor in a foreign country right out of undergraduate school and to write a book, nothing is quite like a famous icon to endorse your book.

Cyclist and Tour de France Champion Lance Armstrong said, "If you want to know what it takes to believe -- to hope -- when no one else does, read this book."

Now that is motivation.

Razeghi will be visiting Peace of Mind from 1 p.m. to 3 p.m. on June 17. For more information or to order the book, visit [www.andrewrazeghi.com](http://www.andrewrazeghi.com).

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