

KEEP WHAT'S GOOD.

FIX WHAT'S WRONG.

AND UNLOCK

GREAT PERFORMANCE

RESULTS

GARY L. NEILSON &
BRUCE A. PASTERNAK

Results How To Keep Whats Good Fix Whats Wrong And Unlock Great Performance

John Gattorna



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Results Bruce A. Pasternack, Gary L. Neilson, 2005-10-18 Every company has a personality Does yours help or hinder your results Does it make you fit for growth Find out by taking the quiz that s helped 50 000 people better understand their organizations at OrgDNA com and to learn more about Organizational DNA Just as you can understand an individual s personality so too can you understand a company s type what makes it tick what s good and bad about it Results explains why some organizations bob and weave and roll with the punches to consistently deliver on commitments and produce great results while others can t leave their corner of the ring without tripping on their own shoelaces Gary Neilson and Bruce Pasternack help you identify which of the seven company types you work for and how to keep what s good and fix what s wrong You ll feel the shock of recognition That s me that s my company as you find out whether your organization is Passive Aggressive everyone agrees smiles and nods but nothing changes entrenched underground resistance makes getting anything done like trying to nail Jell O to the wall Fits and Starts let 1 000 flowers bloom filled with smart people pulling in different directions Outgrown the good old days meet a brave new world reacts slowly to market developments since it s too hard to run new ideas up the flagpole Overmanaged we re from corporate and we re here to help more reporting than working as managers check on their subordinates work so they can in turn report to their bosses Just in Time succeeding but by the skin of our teeth can turn on a dime and create real breakthroughs but also tends to burn out its best and brightest Military Precision flying in formation executes brilliant strategies but usually does not deal well with events not in the playbook Resilient as good as it gets flexible forward looking and fun bounces back when it hits a bump in the road and never ever rests on its laurels For anyone who s ever said Wow that s a great idea but it ll never happen here or Whew we pulled it off again but I m tired of all this sprinting Results provides robust practical ideas for becoming and remaining a resilient business Also available as an eBook From the Hardcover edition

Change Competence Steven ten Have, Wouter ten Have, Anne-Bregje Huijsmans, Niels van der Eng, 2015-02-20 Organizations are often forced to change and adapt as a result of internal or external circumstances whether the impetus is vision and ambition a competing organization societal pressure or financial pressure In this book the authors posit that successful change requires the coherence of five elements rationale and effect focus and energy and connection In Change Competence they present a vision of change management centered around these five elements along with a model and method for diagnosing approaching and developing change management in a purposeful way The book demonstrates the nuances and applications of the change management model with the use of a single integrated case from identifying elements ripe for change to coping with barriers to varying approaches to change to the different leadership roles that emerge in relation to the five key elements of change management This book will be of interest to practitioners and students in change management organizational behavior and organizational development

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The Handbook of High Performance Virtual Teams Jill Nemiro, Michael M. Beyerlein, Lori Bradley, Susan Beyerlein, 2008-03-11 The Handbook of High Performance Virtual Teams is an essential resource for leaders virtual team members and work group leaders The editors provide a proved framework based on five principles for working collaboratively across boundaries of time space and culture Written by experts in the field the contributors offer practical suggestions and tools for virtual team who need to assess their current level of effectiveness and develop strategies for improvement This important resource also contains an array of illustrative cases as well as practical tools for designing implementing and maintaining effective virtual work

The Essential Advantage Paul Leinwand, Cesare Mainardi, 2011 Conventional wisdom on strategy is no longer a reliable guide In Essential Advantage Booz Company's Cesare Mainardi and Paul Leinwand maintain that success in any market accrues to firms with coherence a tight match between their strategic direction and the capabilities that make them unique Achieving this clarity takes a sharpness of focus that only exceptional companies have mastered This book helps you identify your firm's blend of strategic direction and distinctive capabilities that give it the right to win in its chosen markets Based on extensive research and filled with company examples including Amazon.com Johnson Johnson Tata Sons and Procter Gamble Essential Advantage helps you construct a coherent company in which the pieces reinforce each other instead of working at cross purposes The authors reveal Why you should focus on a system of a few aligned capabilities How to identify the way to play in your market How to design a strategy for well modulated growth How to align a portfolio of businesses behind your capability system How your strategy clarifies growth costs and people decisions Few companies achieve a capability driven

right to win in their market This book helps you position your firm to be among them Strategic Marketing Planning Richard M.S. Wilson,2010-05-04 Strategic Marketing Planning concentrates on the critical planning aspects that are of vital importance to practitioners and students alike It has a clear structure that offers a digest of the five principal dimensions of the strategic marketing planning process Leading authors in this sector Gilligan and Wilson offer current thinking in marketing and consider the changes it has undergone over the past few years Updated information in this new edition includes Changing corporate perspectives on the role of strategic marketing activity Changing social structures and the rise of social tribes The significance of the new consumer and how the new consumer needs to be managed New thinking on market segmentation Changing routes to market Developments in e marketing Changing environmental structures and pressures

HBR's 10 Must Reads for CEOs (with bonus article "Your Strategy Needs a Strategy" by Martin Reeves, Claire Love, and Philipp Tillmanns) Harvard Business Review,Martin Reeves,Claire Love,Philipp Tillmanns,John P. Kotter,2019-04-23 As CEO you set the vision the strategy and the tone of your organization You establish priorities anticipate and address challenges champion and lead change efforts set people up for success and manage risk Though you may have a great senior executive team and a top flight board the success of your organization depends on your leadership If you read nothing else on being an effective chief executive read these 10 articles by experts in the field We've combed through hundreds of Harvard Business Review articles and selected the best ones to help you toggle between long and short term views manage risk and innovation and cultivate productive relationships with your staff and your board This book will inspire you to Navigate the changing global business environment Customize your company's strategy to the environment you're working in Attract engage and retain the best talent Anticipate and address legislative and regulatory issues Sharpen your awareness of the tactical and soft skills you need to lead Adopt a founder's mindset and build new offerings move into new markets and create next generation solutions Manage and build relationships with your board and your shareholders This collection of articles includes Your Strategy Needs a Strategy by Martin Reeves Claire Love and Philipp Tillmanns Managing Your Innovation Portfolio by Bansi Nagji and Geoff Tuff Leading Change Why Transformation Efforts Fail by John P Kotter Reinventing Your Business Model by Mark W Johnson Clayton M Christensen and Henning Kagermann Leadership Is a Conversation by Boris Groysberg and Michael Slind Strategic Intent by Gary Hamel and C K Prahalad When Growth Stalls by Matthew S Olson Derek van Bever and Seth Verry The Secrets to Successful Strategy Execution by Gary L Neilson Karla L Martin and Elizabeth Powers The Focused Leader by Daniel Goleman Managing Risks A New Framework by Robert S Kaplan and Anette Mikes 21st Century Talent Spotting by Claudio Fernandez Araoz and How CEOs Can Work with an Active Board by Ken Banta and Stephen D Garrow

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company into the future HBR's 10 Must Reads on Strategy 2 Volume Collection provides enduring ideas and practical advice on how to accelerate your organization's strategy development and execution Bringing together HBR's 10 Must Reads on Strategy Vol 1 and HBR's 10 Must Reads on Strategy Vol 2 this collection includes twenty articles selected by HBR's editors and features the indispensable article What is Strategy by Michael E Porter From timeless classics to the latest game changing ideas from thought leaders W Chan Kim Renee Mauborgne Jim Collins and more HBR's 10 Must Reads on Strategy 2 Volume Collection will inspire you to Distinguish your companies from your rivals Reinvent your business model to keep you on the competitive map Craft a vision for an uncertain future Create and capture new markets and break free from overcrowded ones Clarify decision roles for faster decision making See the growing relevance of data analytics in your organization Transform your products and services into platforms Identify the signals of future disruption and take steps to avoid it HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike Leaders looking for the inspiration that big ideas provide both to accelerate their own growth and that of their companies should look no further HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know leadership strategy change managing people and managing yourself Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic Each title includes timeless advice that will be relevant regardless of an ever changing business environment

HBR's 10 Must Reads Collection (12 Books) Harvard Business Review, Peter F. Drucker, Clayton M. Christensen, Daniel Goleman, Michael E. Porter, 2014-12-16 From management to strategy to leadership this is the best of Harvard Business Review This essential comprehensive digital collection delivers the entire 12 books of the HBR's 10 Must Reads series with over 120 Harvard Business Review articles With this essential collection from Harvard Business Review you'll have the best management ideas and advice all in one place Now offered as a comprehensive digital compilation this set includes the entire library of Harvard Business Review articles more than 120 of them found in the HBR 10 Must Reads book series From leadership and strategy to innovation and marketing no other collection offers the top thinking from global experts on today's most essential management topics The collection includes must have articles on the following topics Leadership Managing Yourself Strategy Managing People Change Management Communication Innovation Making Smart Decisions Teams Collaboration and Strategic Marketing In addition you'll get articles from the foundational HBR's 10 Must Reads The Essentials which offers seminal pieces chosen by the editorial team at Harvard Business Review Each book is packed with enduring advice from the best minds in business such as Michael Porter Clayton Christensen Peter Drucker John Kotter Daniel Goleman Jim Collins Ted Levitt Gary Hamel W Chan Kim Ren e Mauborgne and much more The HBR's 10 Must Reads Collection includes HBR's 10 Must Reads The Essentials This book brings together the best thinking from management's most influential experts Once you've read these definitive articles you can delve into each core topic the series explores managing yourself managing people leadership strategy and change

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definitive collection of ideas and best practices for aspiring and experienced leaders alike These books offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager Each book is packed with advice and inspiration from the best minds in business

Step Up! Daniel Grissom, 2008-01-01 A real world business guide to getting ahead of the competition and staying there I recommend you read this book Tim Armstrong president advertising commerce Google Making it big in business today means never staying satisfied with things as they are You must always look to the future After all it s a guarantee that your competition has stepped up so why wouldn t you In Step Up Daniel Grissom explains the six vital steps to business success He identifies critical challenges facing sellers and the streetwise strategies for overcoming them He shows you how to work smarter not harder and even includes a collection of classic quotes from other leaders in the field of excellence The rich content of this unique guide is the result of many years of research interviews and personal experience So the advice is not mere theory it s the real deal on results Are you ready to kick your company to the next level Then get ready to Step Up

Dynamic Supply Chains ePub John Gattorna, 2013-07-25 John Gattorna is one of the most original thinkers in the fast changing arena of supply chain management He has pioneered the idea of dynamic alignment which is so powerfully presented in this ground breaking book Martin Christopher Professor of Marketing Logistics Cranfield School of Management Supply chains are at the heart of competitive advantage in business today If supply chains are managed successfully companies will be able to deliver their products and services to customers in a smart cost effective way The key to successful supply chain management is recognising that it s people who really drive the living supply chains that are at the heart of businesses Supply chains are powered by the energy and expertise of employees and suppliers and by the changing wants and needs of customers John Gattorna calls this principle of matching changing customer needs and desires with different supply chain strategies dynamic alignment To secure space in a new market to grow or keep existing markets companies have to get their products out there faster They need to be the first with new products and services and the first to match them with particular customer groups The dynamic alignment model gives a structured way of linking customer expectations to the operational side of business while maintaining the flexibility to systematically modify fulfilment processes as customers inevitably change their buying preferences

Dynamic Supply Chains John Gattorna, 2015-03-31 Dynamic Supply Chains is a masterpiece in the field of supply chain management Dr Rakesh Singh Chairman Institute of Supply Chain Management India Dynamic supply chains are at the heart of your business You need to get them right Are your supply chains equipped to compete for a faster more flexible future Supply chains are not just part of your business in many ways they are your business They are made up of living active people and to really get supply chains right you need to capture the dynamism that people can bring to the flow of goods and services both inside and outside your business In this third edition of Dynamic Supply Chains renowned international expert John Gattorna gives you a practical and effective new model for supply chains that will help you get closer to your customers and suppliers and set your

business on a new path to growth John's outside in philosophy is based on Design Thinking principles underpinned by business analytics visualization and the passion to get things done This is indeed supply chains by design **Leadership, Strategy, and Innovation: Health Care Collection (8 Items)** Harvard Business Review, John P. Kotter, Michael E. Porter, Elizabeth Olmsted Teisberg, Peter F. Drucker, 2015-11-10 How can management cure health care's ills This digital collection curated by Harvard Business Review includes the ideas and best practices for transforming health care in these books and articles Leading Change Redefining Health Care The Strategy That Will Fix Health Care HBR's 10 Must Reads on Leadership HBR's 10 Must Reads on Strategy HBR's 10 Must Reads on Managing Yourself HBR's 10 Must Reads on Managing People and HBR on Fixing Health Care from Inside Out **Rules to Break and Laws to Follow** Don Peppers, Martha Rogers, 2012-03-01 Praise for Rules to Break Laws to Follow How Your Business Can Beat the Crisis of Short Termism A fascinating highly readable synthesis of business principles technology sociology and common sense Rules to Break and Laws to Follow persuasively shows the connection between customer trust and business profits and then explains how to make it happen As a bonus you'll learn how to make your company more innovative how to ensure your employees actually enjoy what they're doing and how to deal with the kinds of service and quality breakdowns that occasionally plague any company even a well managed one This book should be on your required reading list Stephen M R Covey bestselling author of The Speed of Trust The One Thing That Changes Everything Over the years Peppers and Rogers have given me valuable advice about navigating the changing business landscape This book is a must read for managers who want to empower their employees and customers to make change their ally Jim McCann founder and CEO of 1 800 FLOWERS.COM Highly readable and entertaining Make sure everybody in your firm reads this book by last Friday Dror Pockard CEO of eglue In a time when most companies are built to flip Peppers and Rogers have planted a stake in the ground to help you survive past the next round of financing or consumer fad Knowing what rules to break is arguably even more important than what laws to follow and this book imparts knowledge for both Guy Kawasaki cofounder of TrueMors and author of The Art of the Start Peppers and Rogers have created the unthinkable an enjoyable wake up call Their book serves up one compelling and provocative idea after another and the authors enjoy debunking some of our most deeply ingrained business beliefs Read this book and your customers will thank you Dan Heath coauthor of Made to Stick Why Some Ideas Survive and Others Die

Daniel Grissom, 2006-04-01 Why should you read this book Reading this book will help you improve your results in these three ways INSIGHT Anticipate and more effectively respond to future performance challenges IMPACT Better understand current opportunities and increase your value with internal and external clients INCOME develop better strategies to maximize your time and money What will you find in this book In these pages I identify the key challenges facing individuals and organizations today and in the future I provide simple straight forward guidance and show you how to respond to those key challenges My promise Your Payoff Every idea tip and suggestion in this book is focused on helping you improve your

results Everything you find here is the result of many years of research interviews and personal experience I know it works because I watched it work for others and I've seen it work for us too Thus the content here is not a mere theory it is the real deal on results Each of the STEP UP elements is discussed in detail with information presented in an easy to follow and highly visual manner STEP UP stands for S tandards T alent E valuations P reparation UP nleashed Potential

Designing Resilience Louise K. Comfort, Arjen Boin, Chris C. Demchak, 2010-09-19 In the wake of severe climatic events and terrorist acts and the emergence of dangerous technologies communities nations and global organizations have diligently sought to create strategies to prepare for such events Designing Resilience presents case studies of extreme events and analyzes the ability of affected individuals institutions governments and technological systems to cope with disaster This volume defines resilience as it relates to disaster management at specific stages mitigation prevention preparation and response and recovery The book illustrates models by which to evaluate resilience at levels ranging from individuals to NGOs to governmental jurisdictions and examines how resilience can be developed and sustained A group's or nation's ability to withstand events and emerge from them with their central institutions intact is at the core of resilience Quality of response capacity to improvise coordination flexibility and endurance are also determinants Individual case studies including Hurricane Katrina in the United States the London bombings and French preparedness for the Avian flu demonstrate effective and ineffective strategies The contributors reveal how the complexity and global interconnectivity of modern systems whether they are governments mobile populations power grids financial systems or the Internet have transcended borders and created a new level of exposure that has made them especially vulnerable to extreme events Yet these far reaching global systems also possess the ability to alert and respond at greater speeds than ever before The authors also analyze specific characteristics of resilient systems the qualities they possess and how they become resilient to determine if there are ways to build a system of resilience from the ground up As such Designing Resilience will inform a broad range of students and scholars in areas of public administration public policy and the social sciences

Summary: Results
BusinessNews Publishing, 2014-10-14 The must read summary of Gary Neilson and Bruce Pasternack's book Results Keep What's Good Fix What's Wrong and Unlock Great Performance This complete summary of the ideas from Gary Neilson and Bruce Pasternack's book Results shows that in just the same way as DNA forms the basic building blocks of all living organisms in nature business organisations are similarly built as unique combinations of four basic building blocks decisions motivators information and structure In their book the authors explain that whatever an organisation achieves is the combined result of the daily decisions made by the individuals This summary will teach you how to achieve more by making adjustments and enhancements in the way your organisation makes decisions shares information motivates its people and structures itself Added value of this summary Save time Understand key concepts Expand your business knowledge To learn more read Results and find out how to get everything right so that your company excels

Beyond Digital Paul

Leinwand, Mahadeva Matt Mani, 2022-01-04 Two world renowned strategists detail the seven leadership imperatives for transforming companies in the new digital era Digital transformation is critical But winning in today's world requires more than digitization It requires understanding that the nature of competitive advantage has shifted and that being digital is not enough In *Beyond Digital* Paul Leinwand and Matt Mani from Strategy PwC's global strategy consulting business take readers inside twelve companies and how they have navigated through this monumental shift from Philips's reinvention from a broad conglomerate to a focused health technology player to Cleveland Clinic's engagement with its broader ecosystem to improve and expand its leading patient care to more locations around the world to Microsoft's overhaul of its global commercial business to drive customer outcomes Other case studies include Adobe Citigroup Eli Lilly Hitachi Honeywell Inditex Komatsu STC Pay and Titan Building on a major new body of research the authors identify the seven imperatives that leaders must follow as the digital age continues to evolve Reimagine your company's place in the world Embrace and create value via ecosystems Build a system of privileged insights with your customers Make your organization outcome oriented Invert the focus of your leadership team Reinvent the social contract with your people Disrupt your own leadership approach Together these seven imperatives comprise a playbook for how leaders can define a bolder purpose and transform their organizations

The Accountable Leader Brian Dive, 2008 Management consultant Dive explores the relationship between leadership accountability and organizational structure He argues that the majority of leadership related problems arise not from ineffective individuals but from organizational structures that lack accountable jobs

The Enigmatic Realm of **Results How To Keep Whats Good Fix Whats Wrong And Unlock Great Performance**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing lacking extraordinary. Within the captivating pages of **Results How To Keep Whats Good Fix Whats Wrong And Unlock Great Performance** a literary masterpiece penned with a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of those that partake in its reading experience.

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