

PREDICTING EXECUTIVE SUCCESS

WHAT IT TAKES TO MAKE IT
INTO SENIOR MANAGEMENT

MELVIN SORCHER

Predicting Executive Success What It Takes To Make It Into Senior Management

**Rodney L. Lowman, California School of
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Predicting Executive Success What It Takes To Make It Into Senior Management:

Predicting Executive Success Melvin Sorcher, 1985-04-26 The first systematic examination of executive succession Melvin Sorcher a consulting psychologist for a number of leading industrial and business firms shows where American business fails in developing leaders and what companies can do right now to improve the quality of their senior management Using the successes and failures of firms like GE IBM AT T Chase Manhattan Citibank and Kodak Sorcher establishes a logical practical framework for predicting who will perform and who won't Supporting this framework are specific tools and strategies management can use to implement an orderly succession that recognizes leadership and that middle managers can use to strengthen their candidacy for senior positions **Management Learning Experiences of CEOs** Thomas W.

Chapman, 2008-05-16 There is no available information at this time **The ASTD Leadership Handbook** Elaine Biech, 2010-10-25 A looming leadership gap faces most organizations over the next 10 years Has your organization prepared for the imminent lack of leadership crisis Do you have a pipeline of developed leaders for the future Leadership is the most important competency for both individual and organizational success and advancement As Cynthia D McCauley of the Center for Creative Leadership notes in her overview leadership is also a tool designed to help with a particular human dilemma how to get individuals to work together effectively to produce collective outcomes When you need to learn more about how to drive success in your organization where do you turn To the experts And The ASTD Leadership Handbook provides 48 thought leaders the names you know and have come to trust to enable you to learn about every facet of leadership Here you will find a substantial and practical collection of wisdom philosophies and tools from the most respected authorities on the subject Within this impressive volume you will find five major sections addressing the critical aspects of the field Leadership Competencies Leadership Development Attributes of Successful Leaders Contemporary Leadership Challenges Broadening the Leadership Discussion In each chapter leaders share their expertise to help you solve your most pressing leadership challenges Get the complete table of contents here The lineup includes leading experts from a broad range of organizations in both the public and private sectors and features a number from the Center for Creative Leadership ranked by the Financial Times as one of the top three leadership development organizations in the world Many of the authors also provide free tools which you can get here If you can invest in only one leadership book let this be it You will have all the insights and applications you need to thoroughly understand and practice its principles guided by the expertise of those who have literally written the books on leadership *The California School of Organizational Studies Handbook of Organizational Consulting Psychology* Rodney L. Lowman, California School of Organizational Studies at Alliant International University, 2015-06-10 Discover a wealth of issues in the field of consulting psychology with this landmark book Explore key topics in assessment and evaluation building teams executive coaching career counseling interpersonal conflicts and relationships benefit design personality testing and much more Learn to delineate and better understand the wide array of information you are faced with and become

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A Manager's Guide to Hiring the Best Person for Every Job DeAnne Rosenberg, 2000-04-24 A Manager's Guide to Hiring the Best Person for Every Job Using the Master Match Matrix™ How to structure the interview Effective questioning techniques Understanding the candidate's personality type Hiring and retaining great employees shouldn't be left to chance In today's competitive job market hiring top employees is absolutely critical Mistakes could be costly for the company that wants to stay ahead Yet most managers no matter how skilled continue to give short shrift to interviewing job candidates as if they're letting fate not expertise make their hiring decisions Now there's a comprehensive how to guide for hiring accurately the first time around A Manager's Guide to Hiring the Best Person for Every Job is a step by step intelligent strategy guide to hiring and retaining the best job candidates Chock full of the most valuable interviewing tools and techniques ever packed into a single volume A Manager's Guide walks both new and seasoned managers through the 40 minute interview pointing out highlights and pitfalls along the way With more than 800 sample open ended questions and a unique interview dialogue with play by play commentary A Manager's Guide gives you tips that will get you past the traditional pat answers and interviewing superficialities and right to the heart of the interview You'll learn Why traditional methods of interviewing are the least accurate predictors of future job performance How to structure the interview so you're in control Which abilities are most important to a candidate's long term success How to read body language and probe for the real story How active listening can save your company thousands How to use the Master Match Matrix™ to identify the trade offs among competing candidates How to avoid legal problems and pitfalls in the hiring and firing process A Manager's Guide to Hiring the Best Person for Every Job gives you a practical interviewing strategy that generates superior results For minimum time investment with maximum return on payroll dollars you can't beat this book

Personnel Literature, 1987

Effective Succession Planning William J. Rothwell, 2005 The most admired book on systematic succession planning now updated and expanded

Extraordinary Leadership Kerry Bunker, Douglas T. Hall, Kathy E. Kram, 2010-02-25 From The Center on Creative Leadership comes an important book that helps to deepen the understanding of the subtle yet powerful gaps that separate successful managers from extraordinary leaders Filled with tools frameworks and processes that guide aspiring leaders and those who mentor and support them to begin filling those gaps Topics covered include authenticity credibility emotional competence social intelligence developmental relationships growth through connection ability to learn life stage development and strengths overdone fatal flaws Offers wisdom from leadership experts including Jay Conger David Dotlich Peter Cairo Lisa Lahey and more

Bass & Stogdill's Handbook of Leadership Bernard M. Bass, Ralph Melvin

Stogdill,1990 For 15 years and through two editions this handbook has been indispensable for serious students of leadership Now in this third edition Bass introduces a decade of new findings on the newest theories and models of leadership With over 1 200 pages of essential information Bass Stogdill s Handbook of Leadership will continue to be the definitive resource for managers for years to come

CEO Selection George P. Hollenbeck,1994 Although CEO selection may be the most important decision an organization makes there is little practical literature available on the subject In this report the author a management psychologist and a former human resources executive reviews selected books and articles on CEO selection and presents his personal views on the topic

Lessons of Experience Morgan W. McCall,Michael M. Lombardo,Ann M. Morrison,1988-07 How to learn from job assignments fellow workers hardships successful executives and how to evaluate developmental value of a job

The Bass Handbook of Leadership Bernard M. Bass,Ruth Bass,2009-12-01 For thirty three years and through three editions Bass Stogdill s Handbook of Leadership has been the indispensable bible for every serious student of leadership Since the third edition came out in 1990 the field of leadership has expanded by an order of magnitude This completely revised and updated fourth edition reflects the growth and changes in the study of leadership over the past seventeen years with new chapters on transformational leadership ethics presidential leadership and executive leadership Throughout the Handbook the contributions from cognitive social psychology and the social political communications and administrative sciences have been expanded As in the third edition Bernard Bass begins with a consideration of the definitions and concepts used and a brief review of some of the betterknown theories Professor Bass then focuses on the personal traits tendencies attributes and values of leaders and the knowledge intellectual competence and technical skills required for leadership Next he looks at leaders socioemotional talents and interpersonal competencies and the differences in these characteristics in leaders who are imbued with ideologies especially authoritarianism Machiavellianism and self aggrandizement A fuller examination of the values needs and satisfactions of leaders follows and singled out for special attention are competitiveness and the preferences for taking risks In his chapters on personal characteristics Bass examines the esteem that others generally accord to leaders as a consequence of the leaders personalities The many theoretical and research developments about charisma over the past thirty years are crucial and are explored here in depth Bass has continued to develop his theory of transformational leadership the paradigm of the last twenty years and he details how it makes possible the inclusion of a much wider range of phenomena than when theory and modeling are limited to reinforcement strategies He also details the new incarnations of transformational leadership since the last edition Bass has greatly expanded his consideration of women and racial minorities both of whom are increasingly taking on leadership roles A glossary is included to assist specialists in a particular academic discipline who may be unfamiliar with terms used in other fields Business professors and students executives in every industry and politicians at all levels have relied for years on the time honored guidance and insight afforded by the Handbook

Corporate Mobility and Paths to the Top J Benjamin

Forbes, James Piercy, 1991-01-07 This book is the first to present research based data rather than opinion on the subject of executive mobility J Benjamin Forbes and James Piercy have brought together ten years of research on various topics including backgrounds of chief executive officers early intra organizational mobility and backgrounds and placements of female executives then integrated the results to form an accurate picture of management mobility in today s corporate world In gathering data on the entire careers of CEOs Forbes and Piercy looked at a variety of industries including manufacturing utility transportation banking insurance and retailing as well as the socio economic backgrounds of these industries executives Throughout the work the authors deal with specific issues such as early promotions versus the late bloomer changing firms or industries to move up more quickly and the greatest opportunities for women executives Following an introductory chapter that provides an overview of the current environment and conventional wisdom Forbes and Piercy offer detailed discussions of starting a career and the importance of early movement the early competition and mid career issues including alternate routes to the top Subsequent chapters deal with profiles of and projections for female executives origins and formative years of the chief executive including education social status and personal characteristics and industry differences and changes over time The work concludes with a discussion of the careers of CEOs in different industries and a practical look at reforming development and selection and strategically planning an individual career This work will be a valuable tool for human resource professionals as well as for professionals and students in the management field Public academic and business libraries will also find it to be an important addition to their collections

Learning Theory in the Practice of Management Development Sara Grant, Aharon Kfir, Stephen A. Stumpf, Mary Anne Watson, 1998-05-21 The workplace is the ideal environment for tying together management theory and practice and yet classes in many regular management development programs are conducted away from the work site and class sizes are so large that individual instruction is difficult to achieve In this book the authors seek effective ways to merge theory with workplace practice and advocate the modular preceptor method whereby participants work together in dyads and triads with a preceptor acting as advisor and instructor Unlike traditional management development programs which do not usually lead to behavior changes the modular preceptor model has behavior change as the basic aim Participants can remain at work while experiencing individualized learning developing problem solving skills and acquiring new knowledge which can be immediately applied to work situations Various ways of learning such as passive lecture case study discussion and experiential role playing games sensitivity training are examined No single mode of learning can be comprehensive and adequate for all situations The authors contend however that experiential learning is most effective for increasing the will and competence to learn and for using what is learned to change manager behavior The purpose of the modular preceptor approach is not to present answers to specific managerial or organizational problems but to help the participant acquire new problem definition and problem solving skills and the confidence to apply them on the job This book also analyzes the contribution of the behavioral sciences

to the philosophies and techniques behind management instruction and examines the role of the university in management development and the future direction of MBA programs For anyone concerned with meaningful and effective management development this book is an invaluable resource

Organizational Processes and Received Wisdom Daniel J. Svyantek, Kevin T. Mahoney, 2014-03-01 This Research in Organizational Sciences volume to explore and question the received wisdom of organizational sciences The chapters in this volume and the companion volume seek to establish boundary conditions for important organizational constructs and processes They illustrate the importance of context for interpreting the received wisdom of organizational science by showing when constructs must be adapted to changing circumstances The volume begins with four chapters looking at the construct of leadership Each of these addresses an important aspect of our understanding of leadership and its practice The four chapters on leadership are followed by five chapters dealing with other organizational processes including motivation organizational change the role of diversity in organizations and organizational citizenship The last three chapters deal with the issue of knowledge in large systems Two chapters address how information may be transmitted across organizations and generations of workers The final chapter deals with the use of information by organizational decision makers The 12 papers in this volume all in some way question received wisdom and present alternatives which expand our understanding of organizational behavior These chapters each strive to present new ways of understanding organizational constructs and in so doing reveal how received wisdom does not always lead to best practice in research or application It is our hope that these chapters illustrate how challenging received wisdom in organizational studies can provide new ways of thinking about organizational processes These new ways of thinking in turn can provide better understanding of the processes necessary to increase organizational effectiveness

How Women Executives Succeed Danity Little, 1994-06-20 The significance of this study on women executives is twofold one the book is about women in the public sector and two it is written by a woman in the executive service of the government itself The treatise is a well documented study of seventy eight women executives who advanced into the upper reaches of the government executive service The work analyzes the significant experiences individuals developmental stages and barriers that these women encountered It provides constructive information for women employees women managers and managers of women and minorities The introductory chapters review learning theories and models literature and data collected The book then proceeds to its main theme the experiences and lessons of SES women Various supervisory experiences in task forces projects and turning around an organization are analyzed Role models bosses and mentors and their impact is detailed Successful handling of an executive job balancing life and work and dealing with invisible barriers are also addressed The book concludes with 100 Steps to the Top The original survey questionnaire key charts and graphs are included This book will be beneficial to human resource professionals and for inclusion in courses in human resource management women s studies and a worthwhile addition to college and university collections

Effective Succession Planning William

Rothwell,2010-04-21 William Rothwell honored with the ASTD Distinguished Contribution Award in Workplace Learning and Performance The definitive guide to a timely and timeless topic now fully revised and updated As baby boomers continue to retire en masse from executive suites managerial offices and specialized or technical jobs the question is who will take their places This loss of valuable institutional memory has made it apparent that no organization can afford to be without a strong succession program Now in its fourth edition Effective Succession Planning provides the tools organizations need to establish revitalize or revise their own succession planning and management SP management vs technical succession planning and ethics and conduct and new chapters on integrating recruitment and retention strategies with succession planning programs This edition incorporates the results of two extensive new surveys and includes a Quick Start guide to help begin immediate implementation as well as a CD ROM packed with assessments checklists customizable guides and other practical tools

The Oxford Handbook of Lifelong Learning ,2021-06-01 This Handbook provides a comprehensive and up to date examination of lifelong learning Across 38 chapters including twelve that are brand new to this edition the approach is interdisciplinary spanning human resources development adult learning educational perspective psychology career and vocational learning management and executive development cultural anthropology the humanities and gerontology This volume covers trends that contribute to the need for continuous learning considers psychological characteristics that relate to the drive to learn reviews existing theory and research on adult learning describes training methods and learning technologies for instructional design and explores current and future challenges to support continuous learning **Leader to Leader 2** Frances Hesselbein,Alan R. Shrader,2008-03-28 Leader to Leader 2 brings together the best and most popular articles from the award winning journal Leader to Leader by some of the best selling authors and thought leaders of our day With thirty five new chapters not included in the previous volume this book is designed as a resource for leaders at all levels Each of the book s five parts opens with guidance and ideas on how to enact the concepts discussed practical action steps thought provoking questions and handy tools The Parts include Understanding Leadership Improving Your Personal Effectiveness Developing People and Teams Leading High Performance Organizations Leading Strategically in a World That Demands Innovation Authors Include David Allen Ram Charan Clayton Christensen Stephen Covey Marshall Goldsmith Bill George Andy Grove Rosabeth Moss Kanter Beverly Kaye Jim Kouzes Barry Posner Patrick Lencioni Peter Senge Margaret Wheatley and more **Recent Publications on Governmental Problems** ,1985

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