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Saving Big Blue

A black and white portrait of Lou Gerstner, CEO of IBM, is the central focus of the book cover. He is shown from the chest up, wearing a dark suit, white shirt, and a patterned tie. He has a slight smile and is looking directly at the camera. His right hand is resting on his chin, with his index finger pointing upwards. The background of the portrait is a solid light blue.

LEADERSHIP LESSONS & TURNAROUND TACTICS OF
IBM'S LOU GERSTNER

ROBERT SLATER

Author of The Death of the American Dream, The American Dream, and The American Way

Saving Big Blue Leadership Lessons And Turnaround Tactics Of Ibms Lou Gerstner

James W. Cortada



Saving Big Blue Leadership Lessons And Turnaround Tactics Of Ibms Lou Gerstner:

Saving Big Blue Robert Slater,1999-01-01 Documents how Lou Gerstner rescued IBM and discusses his leadership secrets Leading School Turnaround Kenneth Leithwood,Alma Harris,Tiiu Strauss,2010-07-13 LEADING SCHOOL TURNAROUND Leading School Turnaround offers new perspectives and concrete evidence based guidelines for the educational leaders and administrators faced with the challenge of turning our low performing schools around Using the tools outlined in this groundbreaking book school leaders can guide their schools to higher levels of achievement and sustained academic success Based on research conducted in the United States Canada and England Leading School Turnaround addresses in three parts the dynamic context of the turnaround environment what turnaround leaders do and the incredible challenges of moving from turnaround to stay around Filled with illustrative examples the book outlines the best practices and behaviors successful turnaround leaders exercise The authors include detailed information for applying the four main categories of turnaround leadership direction setting developing people redesigning the school and managing the instructional program This important resource can help any school leader get their school back on the track to academic success Rational Leadership Paul Brooker,Margaret Hayward,2024-02-16 This work takes examples of iconic corporations to show how business leaders can use rational methods to develop companies and inspire people with confidence It studies General Motors Toyota McDonalds Walmart Intel Armani and eBay through autobiographical writings and historical sources Inside IBM James W. Cortada,2023-10-31 IBM was the world s leading provider of information technologies for much of the twentieth century What made it so successful for such a long time and what lessons can this iconic corporation teach present day enterprises James W Cortada a business historian who worked at IBM for many years pinpoints the crucial role of IBM s corporate culture He provides an inside look at how this culture emerged and evolved over the course of nearly a century bringing together the perspectives of employees executives and customers around the world Through a series of case studies Inside IBM explores the practices that built and reinforced organizational culture including training of managers employee benefits company rituals and the role of humor It also considers the importance of material culture such as coffee mugs and lapel pins Cortada argues that IBM s corporate culture aligned with its business imperatives for most of its history allowing it to operate with a variety of stakeholders in mind and not simply prioritize stockholders He identifies key lessons that managers can learn from IBM s experience and apply in their own organizations today This engaging and deeply researched book holds many insights for business historians executives and managers concerned with stakeholder relations professionals interested in corporate culture and IBMers *Red Zone Management* Winford E. Holland,2001 Annotation In football the red zone is the last 20 yards on the way to a touchdown In business red zones are those critical times when companies face opportunities for great gain or loss Holland chairman and CEO of a consulting firm explains how to navigate business red zones such as mergers acquisitions and implementation of new technologies He

describes different kinds of business conditions that put a company in a red zone and describes underlying principles that can be applied to any red zone condition He presents specific game plans for major red zones including changing competitive strategy reengineering work processes and changing culture Annotation c Book News Inc Portland OR booknews com

IBM James W. Cortada, 2019-03-05 A history of one of the most influential American companies of the last century For decades IBM shaped the way the world did business IBM products were in every large organization and IBM corporate culture established a management style that was imitated by companies around the globe It was Big Blue an icon And yet over the years IBM has gone through both failure and success surviving flatlining revenue and forced reinvention The company almost went out of business in the early 1990s then came back strong with new business strategies and an emphasis on artificial intelligence In this authoritative monumental history James Cortada tells the story of one of the most influential American companies of the last century Cortada a historian who worked at IBM for many years describes IBM's technology breakthroughs including the development of the punch card used for automatic tabulation in the 1890 census the calculation and printing of the first Social Security checks in the 1930s the introduction of the PC to a mass audience in the 1980s and the company's shift in focus from hardware to software He discusses IBM's business culture and its orientation toward employees and customers its global expansion regulatory and legal issues including antitrust litigation and the track records of its CEOs The secret to IBM's unequalled longevity in the information technology market Cortada shows is its capacity to adapt to changing circumstances and technologies

Negotiating Business Narratives Sanford Borins, Beth Herst, 2018-03-28 This book challenges the widely held belief that popular narratives about business are invariably critical It develops a more nuanced analytic model of private sector narrative and applies it to 63 recent narrative texts movies histories biographies produced in the US dealing with three major industries information technology automobile manufacturing and financial trading It identifies recurring patterns to compare sectors and to analyze their implications Negotiating Business Narratives appeals to academics and practitioners interested in business and society strategic management and contemporary literature and films about business

The "I" of Leadership Nigel Nicholson, 2013-03-26 This is the leadership book you have to read a barn storming new take on what makes a versatile integrated and effective leader Using stories and examples from the lives of leaders from the sports stadium to the White House to the office of the CEO Nicholson shows vividly how the capacity of leaders to see what others do not see frames their actions and allows them to transform build destroy or stabilize Leaders fail through lack of insight into themselves and into the worlds they inhabit The strategic challenge of leadership is to find the right balance between impact and versatility and the successful crafting of an identity that merges the leader and the surrounding culture or zeitgeist Leaders covered in the book include George Bush Tony Blair George S Patton Warren Buffet Steve Jobs Josef Stalin Hannibal Elizabeth I Nelson Mandela Edith Cowan Abraham Lincoln Mohandas Gandhi Henry Ford Ernest Shackleton Barack Obama Robert Maxwell JFK Pope John XXIII

Margaret Thatcher and Samuel Pepys This book resonates with insights and searching questions on the nature of human leadership It will be an invaluable guide to managers consultants and people everywhere **Strategic Management from an Islamic Perspective** Rodrigue Fontaine,Khaliq Ahmad,2013-07-16 Fascinating insights into modern strategic management from an Islamic perspective While strategic management is a cornerstone of any MBA program it s almost always taught from conventional theories and typically American case studies This book takes those traditional theories and interprets them from an Islamic perspective using more international case studies Though primarily intended as a textbook for business students the book is also extremely useful for any Muslim business leaders who want to transform their businesses while complying with Shariah with a particular focus on developing corporate cultures and structures in sync with Islamic values Offers a critical review of conventional strategic management theory suggesting more effective alternatives based on a combination of conventional and Islamic theories Includes international case studies each with a particularly Islamic angle Written by a successful author team that has written extensively on the subject of business management from an Islamic perspective **The Capstone Encyclopaedia of Business** Capstone,2013-10-22 The business world has changed beyond all recognition in recent years New skills insights tools technologies and best practice have emerged The Capstone Encyclopaedia of Business brings all of this progress together distilling the facts and essential information into one single volume It represents the most up to date authoritative and accessible guide to the modern business world available providing a gateway to the state of the art in marketing finance strategy leadership people management and beyond The Capstone Encyclopaedia of Business is organized alphabetically into over 1 000 entries covering the whole spectrum of business and management including business terms concepts thinkers practitioners organizations brands companies Each entry provides a sharp incisive overview of the subject and crucially points to how the ideas can be put into practice The Capstone Encyclopaedia of Business makes sense of the new world of business embracing the best of the new and the most robust of the old The first one volume accessibly priced reference book for business in years Kicks off this exciting new series and will anchor Capstone as the one stop shop for busy professionals Key title in large promotion including web site and extract mailings Internationally recognized editorial board Annual updates will occur making this a classic key title to keep on the shelves **In Their Time** Anthony J. Mayo,Nitin Nohria,2005 From little known heroes to legends like Sam Walton and Bill Gates this absorbing book weaves history economics and personality to reveal the secrets behind the success of the last century s greatest American business leaders The authors show that a key to success was contextual intelligence the ability to read and understand the context of the times and seize the unique opportunities within them Leadership titles sell well for us and this book should get strong review attention Powerful Resource canon of the 20th century s greatest business leaders in one volume Absorbing read the stories include both well known and unfamiliar leaders New Leadership Theory many leadership profiles focus on personality traits the authors theory of contextual intelligence represents a fresh

perspective Well researched based on a Harvard Business School Leadership Initiative Study of 1 000 great CEOs and Founders of American companies from 1900 1999 Many of the leaders profiled hail from non US countries Solving the Corporate Value Enigma Raymond L. Manganelli, Brian W. Hagen, 2003 Why is it that the average business captures less than 20 percent of its potential Why is this underperformance so pervasive and what's keeping these organizations from truly maximizing their shareholder value Based on extensive research and featuring case studies tools and practical techniques this practical handbook explains how all strategic decisions must be considered from four closely integrated perspectives that of the business model the company's portfolio of holdings its financial structure and the efficiency and efficacy of its management and operations The book presents a step by step methodology for implementing a Value Structure System enabling readers to identify create and capture the maximum value of their company by synchronizing the different essential components Readers will learn how to Use a single value measure throughout all decision making Immediately execute their own Value Structure Optimization VSO program Perform diagnostic exercises quantifying risk and prepare immediate action plans *The Momentum Effect* J.C. Larreche, 2008-03-26 A few rare companies have discovered the secret to sustained high growth momentum They've learned how to create the conditions that lead to exceptional organic growth which feeds on itself continually accelerating the business forward In *The Momentum Effect* J C Larreche introduces a complete framework for gaining momentum keeping it and harnessing its power Drawing on new research and powerful case studies Larreche demonstrates the stunning role of momentum in value creation He sets out the process for developing the power offers that lie at the heart of this powerful force This book offers a systematic process for creating momentum that will work in any business in any industry and under any market conditions You'll learn how to create new value through a momentum strategy and build the leadership competencies to deliver highly profitable growth over the next six months five years even decades Pioneer or die drive momentum and harness its stunning power How momentum powered firms create 80% more shareholder value Understand the drivers of momentum strategy Craft power offers mobilize for growth and more Master the Momentum Process design and execution Eight specific steps to implement a long term winning momentum strategy Climb the five step Momentum Leadership Ladder How leaders can systematically generate and direct momentum This book shows you how to build momentum for growth and leave your competitors trailing far in your wake Sir Richard Branson J C Larreche's book *The Momentum Effect* is a must read It highlights why more marketing spend and further value extraction are not the key determinants for future growth To create powerful momentum for exceptional growth it is essential to offer innovative value to the marketplace *The Momentum Effect* outlines just how to achieve this The results are illuminating W Chan Kim Ren e Mauborgne Authors of *Blue Ocean Strategy* How can companies achieve exceptional and sustained growth *The Momentum Effect* explores this challenge and reveals successful strategies for originating new sources of growth and value from customers with the power to unlock great potential Dr Daniel Vasella Chairman CEO Novartis AG Basel

Switzerland **The Jossey-Bass Reader on Educational Leadership** Margaret Grogan, 2013-05-13 The newest edition of the bestselling book on educational leadership This expanded and thoroughly updated edition of the popular anthology contains the articles book excerpts and seminal reports that define and drive the field of educational leadership today Filled with critical insights from bestselling authors education research and expert practitioners this comprehensive volume features six primary areas of concern The Principles of Leadership Moral and Trustworthy Leadership Culture and Change Leadership for Learning Diversity and Leadership The Future of Leadership Offers a practical guide for timeless and current thinking on educational leadership Includes works by Peter Senge and Tom Sergiovanni From Jossey Bass publishers a noted leader in the fields of education and leadership This important resource includes relevant and up to date articles for leaders today on gender diversity global perspectives standards testing e learning technology and community organizing

Unstoppable Chris Zook, 2007 Over the next decade two out of every three companies will face the challenge of their corporate lives redefining their core business Buffeted by global competition and facing an uncertain future more and more executives will realize that they must make fundamental changes in their core even as they continue delivering the goods and services that keep them in business today Unstoppable shows these managers how to look deep within their organizations to find undervalued unrecognized or underutilized assets that can serve as new platforms for sustainable growth Drawing on more than thirty interviews with CEOs from companies such as De Beers American Express and Samsung it shows readers how to recognize when the core needs reinvention and how to deploy the hidden assets that can be the basis for tomorrow s growth Building on the author s previous books Profit from the Core and Beyond the Core this book shows how any company in crisis can transform itself to become truly unstoppable **Beyond the Core** Chris Zook, 2004 This work shows executives how to grow profitably by finding and focusing on their core business It shows how they can increase the odds of successful expansion once their core business no longer provides sufficient new growth School Turnaround Policies and Practices in the US Joseph F. Murphy, Joshua F. Bleiberg, 2018-12-12 This volume provides an analysis of what we know about turning around failing schools in the United States It starts with an in depth examination of the barriers that hinder action on turnaround work The book analyses the reasons why some schools that find themselves in serious academic trouble fail in their efforts to turn themselves around Beginning with a discussion of what may best be described as lethal reasons or the most powerful explanation for failed reform initiatives which include an absence of attention to student care and support a near absence of attention to curriculum and instruction the firing of the wrong people Covered in this volume are critical explanations for failed turnaround efforts such as failure to attend to issues of sustainability and significant explanations for failed turnaround efforts such as the misuse of test data The volume concludes by examining what can be done to overcome problems that cause failure for turnaround schools and reviewing ideas in the core technology of schooling curriculum instruction and assessment As well as exploring problems associated with the leadership and management of schools to see

where improvement is possible and an analysis of opportunities found in relationships between schools and their external partners such as parents and community members International Corporate Reporting Pauline Weetman,Ioannis Tsalavoutas,Paul Gordon,2020-02-19 This textbook provides a comprehensive overview of international corporate reporting which enhances students understanding of diversity and convergence in the field The authors discuss the institutional and cultural context in which international corporate reporting has developed over the years as well as the global reach of IFRS Standards from the IASB throughout and beyond the European Union into interest groups and emerging economies Other key elements explored throughout the book include assurance through auditing and corporate governance narrative reporting strategic and corporate social responsibility group accounting current accounting issues and taxation in corporate reports Indicative research examples show how the methods used in research papers may be understood and applied Case studies outline short projects based on corporate cases with related links to material on corporate websites Helpful and reliable sources of information and data are identified through hyperlinks to accessible websites End of chapter questions encourage discussion of the main issues Throughout there is a focus on accountability and the information needs of stakeholders This new edition of a classic text is fully revised and updated in order to remain essential reading for students of international accounting and corporate reporting globally The book will be an invaluable resource for postgraduate taught programmes and final year undergraduate courses in accounting finance and business studies **Turning Around Failing Schools** Joseph Murphy,Coby V. Meyers,2007-11-01 This book provides critical understandings on the causes of organizational decline a comprehensive conception of the turnaround process and powerful insights for transforming failing schools into the kind we all want for our children Kenneth Leithwood Professor of Educational Leadership and Policy Ontario Institute for Studies in Education Murphy and Meyers do a first rate job of mapping the territory of school turnarounds and identifying the options for educators to consider and researchers to investigate Daniel L Duke Professor of Educational Leadership and Research University of Virginia The guide to successfully restructuring schools in trouble This insightful resource integrates research strategies and lessons from business government and not for profit organizations that have transformed their substandard performance into a proactive approach for renewal The authors provide A comprehensive overview of the literature on organizational deterioration An in depth examination of the causes and symptoms of degeneration A two part model for preventing educational collapse and crafting an effective turnaround A review of the efficacy of educational reform initiatives This indispensable text is ideal for district administrators superintendents policy makers and individuals with an interest in organizational accountability and meaningful school reform Managing Information Technology in a Global Economy Information Resources Management Association. International Conference,2001 Today opportunities and challenges of available technology can be utilized as strategic and tactical resources for your organization Conversely failure to be current on the latest trends and issues of IT can lead to ineffective

and inefficient management of IT resources Managing Information Technology in a Global Economy is a valuable collection of papers that presents IT management perspectives from professionals around the world The papers introduce new ideas refine old ones and possess interesting scenarios to help the reader develop company sensitive management strategies

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