

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

**Harvard Business Review, Peter F.
Drucker, Clayton M. Christensen, Daniel
Goleman, Michael E. Porter**

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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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right to win in their market This book helps you position your firm to be among them **Strategic Marketing Planning**

Colin Gilligan, 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 Leader's Collection (3 Books) Harvard Business Review, Peter F. Drucker, 2014-12-16

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Whispering the Techniques of Language: An Psychological Quest through **Results How To Keep Whats Good Fix Whats Wrong And Unlock Great Performance**

In a digitally-driven world wherever displays reign great and quick communication drowns out the subtleties of language, the profound techniques and psychological nuances hidden within words frequently go unheard. Yet, nestled within the pages of **Results How To Keep Whats Good Fix Whats Wrong And Unlock Great Performance** a interesting fictional value sporting with organic emotions, lies an exceptional quest waiting to be undertaken. Published by a skilled wordsmith, this enchanting opus invites viewers on an introspective trip, gently unraveling the veiled truths and profound impact resonating within the very fabric of each word. Within the mental depths of the moving review, we will embark upon a sincere exploration of the book is core styles, dissect their fascinating writing model, and succumb to the strong resonance it evokes strong within the recesses of readers hearts.

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