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NATHAN SILAS

The Leadership Factor Harvard Business Review Press

Explains what effective corporate leadership is. Demonstrates through case studies how poor management and superior management affected different firms. Describes executive development programs and practices that increase the quality and quantity of leadership.

Buy-In Jones & Bartlett Learning

Leadership Agility is the master competency needed for sustained success in today's complex, fast-paced business environment. Richly illustrated with stories based on original research and decades of work with clients, this groundbreaking book identifies five levels that leaders move through in developing their agility. Significantly, only 10% have mastered the level of agility needed for consistent effectiveness in our turbulent era of global competition. Written in an engaging, down-to-earth style, this book not only provides a map that guides readers in identifying their current level of agility. It also provides practical advice and concrete examples that show managers and leadership development professionals how they can bring greater agility to the initiatives they take every day.

Accelerating Performance John Wiley & Sons

Lack of Agility is the kiss of death. Position your company to succeed in world of change. To edge out the competition in today's disruptive environment, you need to ensure that your company is agile—that it can respond to change instantly and effectively. Because fast and furious change is the only thing you can count on in business today. Network expert Michael Arena helped enable GM's legendary turnaround. In these pages, he explains how you can transform your own company through the concept of adaptive space. Based on hundreds of interviews and the author's own groundbreaking study of dozens of organizations spanning a variety of industries, Adaptive Space shows how to position your company for today—and for the future—by enabling creativity, innovation, and novel ideas to flow freely among teams, across departments, and throughout the company. Using GM as the main case study—along with the stories of other highly adaptive organizations, like Apple, Amazon, Disney, and Gore—Arena provides a model you can follow to reinvent your company. It's about inspiring employees to explore new ideas, empowering the most creative people and teams to spread their ideas across the organization, and operationalizing the entrepreneurial spirit so adaptability is set in stone. Hesitation is a killer in today's business landscape. With Adaptive Space, you have everything you need to confront disruption with smart, confident actions and seize the valuable opportunities that come with change.

Big Data at Work IT Revolution

In his international bestseller "Leading Change," Kotter provided an action plan for implementing successful transformations. Now, he shines the spotlight on the crucial first step in his framework: creating a sense of urgency by getting people to actually see and feel the need for change.

Adaptive Space: How GM and Other Companies are Positively Disrupting Themselves and Transforming into Agile Organizations John Wiley & Sons
 Make sales coaching a daily priority for top-of-game staff performance Those who do it right prove time and time again that sales coaching works. If you're one of the many managers yet to reap the benefits of sales coaching, the solution is in your hands. Based on one of today's most popular sales training programs *Crushing Quota* breaks the process down into manageable components, so you can make sales coaching a realistic, meaningful part of your staff's job. It all comes down to three critical points that the vast majority of sales managers today are missing: •Provide clear direction for sellers on how to get to quota—for all sales roles•Ensure effective execution by coaching the right things, in the right measure, executed the right way •Assess seller performance and make timely course corrections It's all about helping your people make the best use of their time and effort. That's what coaches do. When a salesperson is skilled at making important decisions about which priorities to pursue and which ones to ignore to—results follow. It's that simple. *Crushing Quota* teaches you how to develop the best coaching approach for your teams and their individual sellers using powerful research-based best practices. This is the definitive guide to making sales coaching work for any sales team in any industry.

[Team Topologies](#) Penguin

This book introduces a new view of agility theory, given recent serious discussion concerning the methods of open-loop skills improvement. It offers experimental research results and theoretical knowledge on both reactive and running types of agility. The book also details a number of agility training methods and exercises.

Organisational Mastery Cambridge University Press

Widely acknowledged as the world's foremost authority on leadership, the author provides a collection of his acclaimed "Harvard Business Review" articles.

Strategic Agility Harvard Business Press

Comic Agilé depicts the magical, depressing, funny and potentially educational moments that occur when agility meets reality. Through the form of short comic strips, Comic Agilé brings to a head the challenges, misunderstandings and ill-intentioned behavior that makes it so difficult to put the agile mindset into practice. Besides its tragicomic storytelling, the agile comic describes how to avoid, manage or improve the illustrated situations, so the readers are left with a burning desire to go back to their context and improve their agile practices. For the sake of humanity.

[Leading Continuous Change](#) Harvard Business Press

"In *Strategic Speed*, we finally get the implementation model that needs to go with the strategy."---Lean Schlesinger, President, Babson College --

[Blue Ocean Strategy](#) Berrett-Koehler Publishers

What's the worst thing you can hear when you have a good idea at work? "That's not how we do it here!" In their iconic bestseller *Our Iceberg Is Melting*, John Kotter and Holger Rathgeber used a simple fable about penguins to explain the process of leading people through major changes. Now, ten years later, they're back with another must-read story that will help any team or organization cope with their biggest challenges and turn them into exciting opportunities. Once upon a time a clan of meerkats lived in the Kalahari, a region in southern Africa. After years of steady growth, a drought has sharply reduced the clan's resources, and deadly vulture attacks have increased. As things keep getting worse, the harmony of the clan is shattered. The executive team quarrels about possible solutions, and suggestions from frontline workers face a soul-crushing response: "That's not how we do it here!" So Nadia, a bright and adventurous meerkat, hits the road in search of new ideas to help her troubled clan. She discovers a much smaller group that operates very differently, with much more teamwork and agility. These meerkats have developed innovative solutions to find food and evade the vultures. But not everything in this small clan is as perfect as it seems at first. Can Nadia figure out how to combine the best of both worlds—a large, disciplined, well-managed clan and a small, informal, inspiring clan—before it's too late? This book distills Kotter's decades of experience and award-winning research to reveal why organizations rise and fall, and how they can rise again in the face of adversity.

[Agile 2](#) IT Revolution

Keep learning, or risk becoming irrelevant. It's a truism in today's economy: the only constant is change. Technological automation is making jobs less routine and more cognitively challenging. Globalization means you're competing with workers around the world. Simultaneously, the internet and other communication technologies have radically increased the potential impact of individual knowledge. The relentless dynamism of these forces shaping our lives has created a new imperative: we must strive to become dynamic learners. In every industry and sector, dynamic learners outperform their peers and realize higher impact and fulfillment by learning continuously and by leveraging that learning to build yet more knowledge. In *Never Stop Learning*, behavioral scientist and operations expert Bradley R. Staats describes the principles and practices that comprise dynamic learning and outlines a framework to help you become more effective as a lifelong learner. The steps include: Valuing failure Focusing on process, not outcome, and on questions, not answers Making time for reflection Learning to be true to yourself by playing to your strengths Pairing specialization with variety Treating others as learning partners Replete with the most recent research about how we learn as well as engaging stories that show how real learning happens, *Never Stop Learning* will become the operating manual for leaders, managers, and anyone who wants to keep thriving in the new world of work.

Launching and Leading Change Initiatives in Health Care Organizations IT Revolution

You've got a good idea. You know it could make a crucial difference for you, your organization, your community. You present it to the group, but get confounding questions, inane comments, and verbal bullets in return. Before you know what's happened, your idea is dead, shot down. You're furious. Everyone has lost: Those who would have benefited from your proposal. You. Your company. Perhaps even the country. It doesn't have to be this way, maintain John Kotter and Lorne Whitehead. In *Buy-In*, they reveal how to win the support your idea needs to deliver valuable results. The key? Understand the generic attack strategies that naysayers and obfuscators deploy time and time again. Then engage these adversaries with tactics tailored to each strategy. By "inviting in the lions" to critique your idea--and being prepared for them--you'll capture busy people's attention, help them grasp your proposal's value, and secure their commitment to implementing the solution. The book presents a fresh and amusing fictional narrative showing attack strategies in action. It then provides several specific counterstrategies for each basic category the authors have defined--including: · Death-by-delay: Your enemies push discussion of your idea so far into the future it's forgotten. · Confusion: They present so much data

that confidence in your proposal dies. · Fearmongering: Critics catalyze irrational anxieties about your idea. · Character assassination: They slam your reputation and credibility. Smart, practical, and filled with useful advice, *Buy-In* equips you to anticipate and combat attacks--so your good idea makes it through to make a positive change.

Comic Agilé Volume One Harvard Business Review Press

Managing your boss: Isn't that merely manipulation? Corporate cozying up? Not according to John Gabarro and John Kotter. In this handy guidebook, the authors contend that you manage your boss for a very good reason: to do your best on the job—and thereby benefit not only yourself but also your supervisor and your entire company. Your boss depends on you for cooperation, reliability, and honesty. And you depend on him or her for links to the rest of the organization, for setting priorities, and for obtaining critical resources. By managing your boss—clarifying your own and your supervisor's strengths, weaknesses, goals, work styles, and needs—you cultivate a relationship based on mutual respect and understanding. The result? A healthy, productive bond that enables you both to excel. Gabarro and Kotter provide valuable guidelines for building this essential relationship—including strategies for determining how your boss prefers to process information and make decisions, tips for communicating mutual expectations, and tactics for negotiating priorities. Thought provoking and practical, *Managing Your Boss* enables you to lay the groundwork for one of the most crucial working relationships you'll have in your career.

Strategy Sprints Harvard Business Press

Change has become constant, complex, multifaceted, and overwhelming. To meet this challenge, Bill Pasmore presents four keys to help leaders decide where and how to most effectively focus their change initiatives.

Strategic Speed McGraw Hill Professional

Winner of the Shingo Publication Award Accelerate your organization to win in the marketplace. How can we apply technology to drive business value? For years, we've been told that the performance of software delivery teams doesn't matter—that it can't provide a competitive advantage to our companies. Through four years of groundbreaking research to include data collected from the State of DevOps reports conducted with Puppet, Dr. Nicole Forsgren, Jez Humble, and Gene Kim set out to find a way to measure software delivery performance—and what drives it—using rigorous statistical methods. This book presents both the findings and the science behind that research, making the information accessible for readers to apply in their own organizations. Readers will discover how to measure the performance of their teams, and what capabilities they should invest in to drive higher performance. This book is ideal for management at every level.

Accelerate John Wiley & Sons

Agile is broken. Most Agile transformations struggle. According to an Allied Market Research study, "63% of respondents stated the failure of agile implementation in their organizations." The problems with Agile start at the top of most organizations with executive leadership not getting what agile is or even knowing the difference between success and failure in agile. Agile transformation is a journey, and most of that journey consists of people learning and trying new approaches in their own work. An agile organization can make use of coaches and training to improve their chances of success. But even then, failure remains because many Agile ideas are oversimplifications or interpreted in an extreme way, and many elements essential for success are missing. Coupled with other ideas that have been dogmatically forced on teams, such as "agile team rooms", and "an overall inertia and resistance to change in the Agile community," the Agile movement is ripe for change since its birth twenty years ago. "Agile 2" represents the work of fifteen experienced Agile experts, distilled into *Agile 2: The Next Iteration of Agile* by seven members of the team. Agile 2 values these pairs of attributes when properly balanced: thoughtfulness and prescription; outcomes and outputs, individuals and teams; business and technical understanding; individual empowerment and good leadership; adaptability and planning. With a new set of Agile principles to take Agile forward over the next 20 years, Agile 2 is applicable beyond software and hardware to all parts of an agile organization including "Agile HR", "Agile Finance", and so on. Like the original "Agile", "Agile 2", is just a set of ideas - powerful ideas. To undertake any endeavor, a single set of ideas is not enough. But a single set of ideas can be a powerful guide.

Crushing Quota: Proven Sales Coaching Tactics for Breakthrough Performance Harvard Business Review Press

Implement change that fosters sustainable growth and better patient care Health care projects depend on astute management of change. But more than anything else, they depend on leaders who pay attention, who understand the importance of starting right, and who know how to launch projects that succeed. If leaders can increase the percentage of successful projects, patients, and practitioners everywhere will be better off and so will the organizations that depend on these projects for innovation. In *Launching and Leading Change Initiatives in Health Care Organizations: Managing Successful Projects*. Author David A. Shore of the Harvard School of Public Health speaks directly to the health care leaders and managers who see the need for change, but keep encountering nearly insurmountable challenges. Through his research, Shore discovered that most implementation failures occur because of a poor launch, and that strengthening processes and operations during the early weeks of a new project is a key to continued success. The book covers issues like: The preliminary groundwork that cultivates a stronger launch Systematic and selective project selection Building the team that accomplishes change Skill-building and record-keeping systems that foster sustainable growth Launching and Leading Change Initiatives in Health Care Organizations gives leaders and managers the practical, easy-to-implement ideas and methodologies to start and manage projects successfully.

Speed: How Leaders Accelerate Successful Execution Harvard Business Review Press

Seize the competitive advantage by building speed into your leadership DNA The rapid pace at which change occurs in business today is unprecedented. Speed has become a major source of competitive advantage. Leaders who act quickly and inspire others to do the same are the ones who ultimately win the day. But achieving increased levels of speed is not always easy. Culled from the data of one million 360-degree feedback assessments, *Speed* provides valuable insights into the qualities that make a leader successful and productive. Jack Zenger and Joe Folkman reveal eight essential leadership behaviors shown to improve performance and ultimately drive organizational effectiveness. The authors will help you assess the pace at which you work and determine how you stack up against others in their firm's database. You'll discover tactics for speeding up critical elements of your day and learn how you can use the eight companion behaviors—including innovation, develop courage, initiate action, and

set stretch goals—to help you increase your speed.

Managing Your Boss https://www.isbn.dk/isbn_liste/genliste.php?forlag=973238

A clear, practical approach to making your organization more responsive to change. *Response Ability: The Language, Structure, and Culture of the Agile Enterprise* helps companies keep up with an ever-changing business environment driven by the explosion and rapid application of new knowledge and increasing connectivity and communication. This twenty-first-century business primer identifies corporate characteristics that facilitate change and shows managers how to instill these competencies in every part of any organization. This user's manual for the new economy shows companies how to reconfigure themselves to respond quickly when a business situation demands rapid changes in organization, distribution logistics, production capability, innovation capability, resource procurement, product design, service strategy, or any other activity or competency. It

provides a strategic context for lean operating practices, puts knowledge management and the learning organization in perspective, and offers a framework within which to apply today's best advice on new business practices and strategic focus. This timely guide is the ultimate resource for enterprises struggling to adjust to rapidly changing economic conditions and for managers at any level who must introduce agility into a department, division, or entire organization. It is also an excellent supporting reference and tutorial for all others who will take part in the transformation.

[John P. Kotter on what Leaders Really Do](#) New York : Free Press ; London : Collier Macmillan

From the ill-fated dot-com bubble to unprecedented merger and acquisition activity to scandal, greed, and, ultimately, recession -- we've learned that widespread and difficult change is no longer the exception. By outlining the process organizations have used to achieve transformational goals and by identifying where and how even top performers derail during the change process, Kotter provides a practical resource for leaders and managers charged with making change initiatives work.

Best Sellers - Books :

- [Twisted Hate \(twisted, 3\) By Ana Huang](#)
- [How To Catch A Mermaid](#)
- [Reminders Of Him: A Novel By Colleen Hoover](#)
- [Fahrenheit 451 By Ray Bradbury](#)
- [The Covenant Of Water \(oprah's Book Club\) By Abraham Verghese](#)
- [The Light We Carry: Overcoming In Uncertain Times By Michelle Obama](#)
- [Blowback: A Warning To Save Democracy From The Next Trump](#)
- [Little Blue Truck's Springtime: An Easter And Springtime Book For Kids By Alice Schertle](#)
- [Mad Honey: A Novel By Jodi Picoult](#)
- [To Kill A Mockingbird](#)