

T2 Leadership

Don't Be a Wimp— Make the Tough Calls

10.3 Relevance

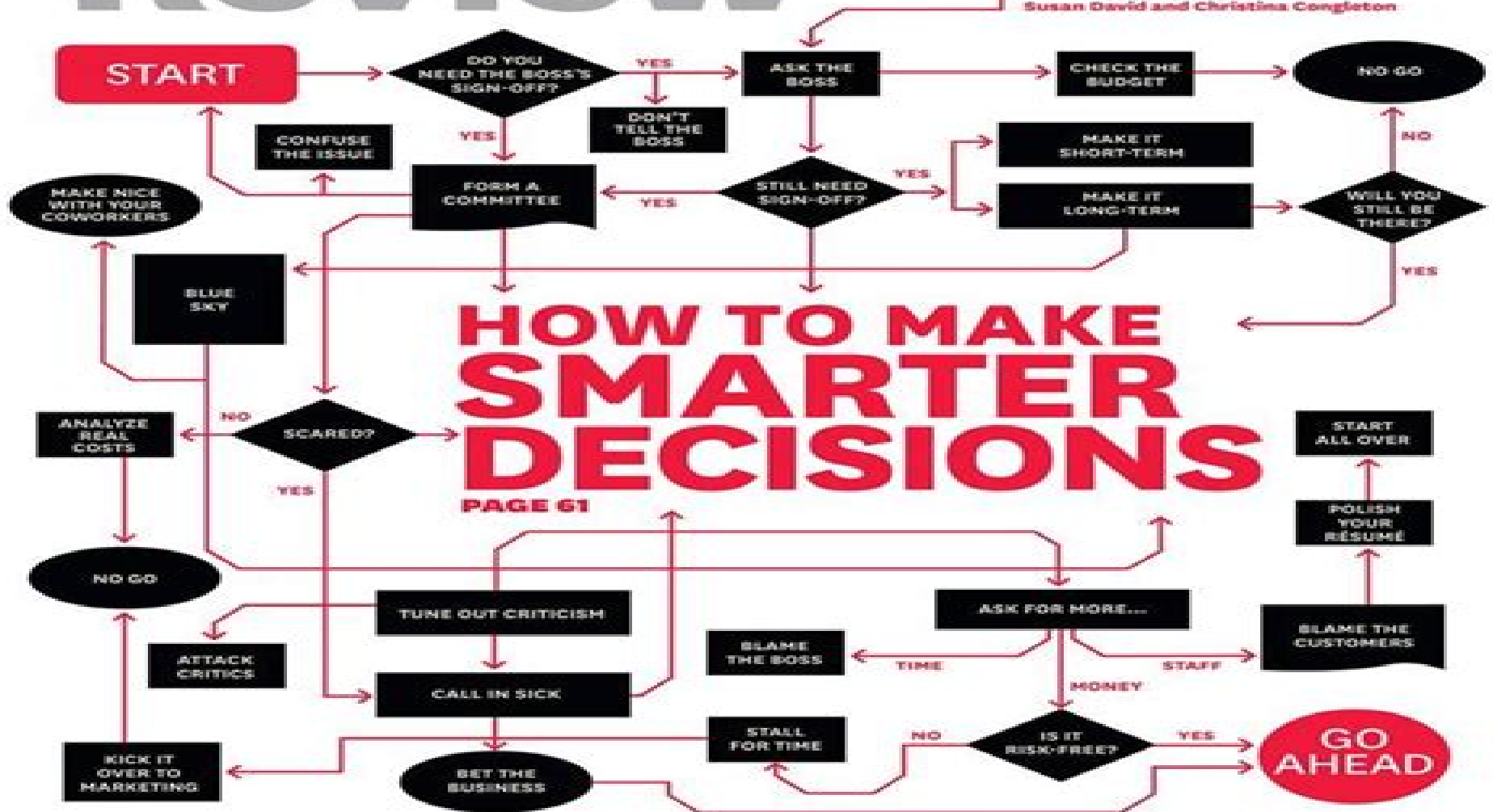
Dismantling the Sales Machine

**Brent Adamson, Matthew Dixon,
and Nicholas Toman**

12.4 Managing Yourself

Emotional Agility

Susan David and Christina Congleton



Harvard Business Review On Decision Making

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Harvard Business Review On Decision Making:

Harvard Business Essentials, Decision Making, 2006-01-01 The New Manager's Guide and Mentor The Harvard Business Essentials series is designed to provide comprehensive advice, personal coaching, background information and guidance on the most relevant topics in business. Whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base, these solution-oriented books put reliable answers at your fingertips. Decision making is a critical part of management and bad choices can damage careers and the bottom line. This book offers the tools and advice managers need to avoid common biases and arrive at and implement decisions that are both sound and ethical.

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Harvard Business Review on Decision Making, 2004 *Harvard Business Review on Making Smart Decisions* Harvard Business Review, 2011 Why do bad decisions happen to good managers? If you need the best

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HBR's 10 Must Reads on Decision-Making, Updated and Expanded (featuring "The Irreplaceable Value of Human Decision-Making in the Age of AI" by Martin Reeves, Mihnea Moldoveanu, and Adam Job) Harvard Business Review, 2026-03-03 Make better decisions faster If you read nothing else on decision making read this book We've chosen a new selection of current and classic Harvard Business Review articles that will help you understand all of your options ask the right questions and make bold choices that drive real change This book will inspire you to Exercise sound judgment in complex situations Conquer a culture of indecision Know when to gather more data and when to trust your gut Root out bias in your assumptions Improve the decision making ability of your teams Stop deliberating and move forward HBR's 10 Must Reads are definitive collections of classic ideas practical advice and essential thinking from the pages of Harvard Business Review Exploring topics like disruptive innovation emotional intelligence and new technology in our ever evolving world these books empower any leader to make bold decisions and inspire others This Updated and Expanded edition features new breakthrough articles additional short form pieces and a detailed discussion guide to give you and your team the tools you need for sustained success

Harvard Business Review on Making Smart Decisions Harvard Review, 2011

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to use financial tools Developing a business case **Decision Trees for Decision Making** John F. Magee,1964

Harvard Business Review Manager's Handbook Harvard Business Review,2016-12-13 The one primer you need to develop your managerial and leadership skills Whether you re a new manager or looking to have more influence in your current management role the challenges you face come in all shapes and sizes a direct report s anxious questions your boss s last minute assignment of an important presentation or a blank business case staring you in the face To reach your full potential in these situations you need to master a new set of business and personal skills Packed with step by step advice and wisdom from Harvard Business Review s management archive the HBR Manager s Handbook provides best practices on topics from understanding key financial statements and the fundamentals of strategy to emotional intelligence and building your employees trust The book s brief sections allow you to home in quickly on the solutions you need right away or take a deeper dive if you need more context Keep this comprehensive guide with you throughout your career and be a more impactful leader in your organization In the HBR Manager s Handbook you ll find Step by step guidance through common managerial tasks Short sections and chapters that you can turn to quickly as a need arises Self assessments throughout Exercises and templates to help you practice and apply the concepts in the book Concise explanations of the latest research and thinking on important management skills from Harvard Business Review experts such as Dan Goleman Clayton Christensen John Kotter and Michael Porter Real life stories from working managers Recaps and action items at the end of each chapter that allow you to reinforce or review the ideas quickly The skills covered in the book include Transitioning into a leadership role Building trust and credibility Developing emotional intelligence Becoming a person of influence Developing yourself as a leader Giving effective feedback Leading teams Fostering creativity Mastering the basics of strategy Learning to use financial tools Developing a business case HBR Handbooks provide ambitious professionals with the frameworks advice and tools they need to excel in their careers With step by step guidance time honed best practices real life stories and concise explanations of research published in Harvard Business Review each comprehensive volume helps you to stand out from the pack whatever your role *Harvard Business Review Everyday Emotional Intelligence* Harvard Business Review,Daniel Goleman,Richard E. Boyatzis,Annie McKee,Sydney Finkelstein,2017-11-07 Fundamental frameworks for emotional intelligence and how to apply them every day According to research by Daniel Goleman emotional intelligence has proved to be twice as important as other competencies in determining outstanding leadership It is now one of the crucial criteria in hiring and promotion processes performance evaluations and professional development courses And it s not innate it s a skill that all of us can improve With this double volume you ll get HBR s 10 Must Reads on Emotional Intelligence and the HBR Guide to Emotional Intelligence That s 10 definitive HBR articles on emotional intelligence by Goleman and other leaders in the field curated by our editors paired with smart focused advice from HBR experts about how to implement those ideas in your daily work life With *Everyday Emotional Intelligence* you ll learn how to Recognize your own EQ strengths and

weaknesses Regulate your emotions in tough situations Manage difficult people Build the social awareness of your team Motivate yourself through ups and downs Write forceful emails people won't misinterpret Make better less emotionally biased decisions Help an employee develop emotional intelligence Handle specific situations like crying at work and tense communications across different cultures

[Encyclopedia of Decision Making and Decision Support Technologies](#) Adam, Frederic, Humphreys, Patrick, 2008-04-30 As effective organizational decision making is a major factor in a company's success a comprehensive account of current available research on the core concepts of the decision support agenda is in high demand by academicians and professionals Through 110 authoritative contributions by over 160 of the world's leading experts the Encyclopedia of Decision Making and Decision Support Technologies presents a critical mass of research on the most up to date research on human and computer support of managerial decision making including discussion on support of operational tactical and strategic decisions human vs computer system support structure individual and group decision making and multi criteria decision making

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[Harvard Business Review](#), 1923 Includes sections Review of business literature and Book notices

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[Strategic Analytics: The Insights You Need from Harvard Business Review](#) Harvard Business Review, Eric Siegel, Edward L. Glaeser, Cassie Kozyrkov, Thomas H. Davenport, 2020-04-21 Is your company ready for the next wave of analytics Data analytics offer the opportunity to predict the future use advanced technologies and gain valuable insights about your business But unless you re

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Duncan R. Shaw, 2022-10-26 Emerging data technologies are one of several forces that are changing the world This textbook shows how technologies such as the Internet of Things Artificial Intelligence and data analytics are altering business operations and strategy Following a unique three part structure the book offers a macro view of the environmental drivers which are changing organisations a meso view of how organisations and business functions are responding a micro view of the skills needed to take advantage of the new opportunities that these technologies bring A wide range of examples featuring well known companies aid understanding while practical activities help students to develop the skills they need in business A downloadable teaching guide and PowerPoints are available for those using the book in their teaching Managing Emerging Data Technologies Concepts and Use is essential reading for upper undergraduate and postgraduate students of courses related to new digital data technologies in business as well as anyone looking to use these technologies in their organisation Duncan R Shaw teaches business strategy and data technology strategy at business schools around the world including Alliance Manchester Business School in Hong Kong and Nottingham University Business School in the UK and Malaysia

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