

EXECUTION

THE DISCIPLINE OF GETTING THINGS DONE

LARRY BOSSIDY
& RAM CHARAN

Execution The Discipline Of Getting Things Done

Larry Bossidy

Execution The Discipline Of Getting Things Done:

Execution Larry Bossidy,Ram Charan,2002-06-04 1 NEW YORK TIMES BESTSELLER More than two million copies in print The premier resource for how to deliver results in an uncertain world whether you're running an entire company or in your first management job A must read for anyone who cares about business The New York Times When Execution was first published it changed the way we did our jobs by focusing on the critical importance of the discipline of execution the ability to make the final leap to success by actually getting things done Larry Bossidy and Ram Charan now reframe their empowering message for a world in which the old rules have been shattered radical change is becoming routine and the ability to execute is more important than ever Now and for the foreseeable future Growth will be slower But the company that executes well will have the confidence speed and resources to move fast as new opportunities emerge Competition will be fiercer with companies searching for any possible advantage in every area from products and technologies to location and management Governments will take on new roles in their national economies some as partners to business others imposing constraints Companies that execute well will be more attractive to government entities as partners and suppliers and better prepared to adapt to a new wave of regulation Risk management will become a top priority for every leader Execution gives you an edge in detecting new internal and external threats and in weathering crises that can never be fully predicted Execution shows how to link together people strategy and operations the three core processes of every business Leading these processes is the real job of running a business not formulating a vision and leaving the work of carrying it out to others Bossidy and Charan show the importance of being deeply and passionately engaged in an organization and why robust dialogues about people strategy and operations result in a business based on intellectual honesty and realism With paradigmatic case histories from the real world including examples like the diverging paths taken by Jamie Dimon at JPMorgan Chase and Charles Prince at Citigroup Execution provides the realistic and hard nosed approach to business success that could come only from authors as accomplished and insightful as Bossidy and Charan

Execution Larry Bossidy,2009 **Execution** ,2002 **The Gentle Art of Leadership** Brian Donovan,Dean Phelan,2024-11-12 What makes leaders great The writing is on the wall Quantitative and qualitative research indicate they consistently practise a Gentle Art of Leadership Firsthand analyses of more than six thousand 360° feedback reports Over 50 one on one interviews with Leaders Reflections on hundreds of Executive Coaching sessions Review of over 160 books and articles on leadership Our own experiences as CEOs A compelling guide and handbook for anyone in a leadership role This Gentle Art of Leadership cuts against the grain of the often held view that great leaders CEOs and team coaches are charismatic extroverted forceful characters with powerful egos and that we need such big personalities to transform our companies organisations sporting teams and nations Sometimes this view proves to be true and we remember such characters But more often the greatest leaders who leave the greatest legacies have a powerful mixture of personal humility integrity and indomitable will for

forwarding the health success and long term prosperity of their organisation and people They seem to get the best out of others by genuinely treating them with dignity and respect whilst focused on strategic outcomes *Summary: Execution* BusinessNews Publishing,2013-02-15 The must read summary of Larry Bossidy and Ram Chaeans book Execution The Discipline of Getting Things Done This complete summary of the ideas from Larry Bossidy and Ram Chaeans book Execution shows that the gap between what a company promises and the results it actually achieves is the biggest issue facing businesses This summary names and explains the key building blocks needed by a company for efficient and consistent execution thus effectively giving you the tools to improve execution in your own company Added value of this summary Save time Understand key concepts Expand your business knowledge To learn more read Execution and discover a corporate vision which is squarely grounded in reality

Customer-Driven Operations Management: Aligning Business Processes and Quality Tools to Create Operational Effectiveness in Your Company Christopher K. Ahoy,2009-02-15

The global economy is witnessing previously unseen levels of competitiveness forcing business leaders to contend with unprecedented challenges No longer can companies seize and hold a customer base by operating adequately In order to enjoy a competitive advantage an organization must operate at exemplary levels of performance in every facet of business and maintain that degree of excellence indefinitely This is achieved through careful alignment of operational systems and the use of innovative process management initiatives Unless an organization is uniquely qualified to deal with its customers by understanding its own strengths and weakness writes internationally renowned operational management expert Christopher K Ahoy it will be unable to understand what is required to move from the current paradigm of doing business In Customer Driven Operations Management Ahoy distills the most current business theories and practices that will help you weed out and eliminate operational inefficiencies and put in place the necessary metrics for providing products and services better cheaper and faster than ever Ahoy walks you through the steps of creating a world class organization which include Mapping your company s processes to target weak points Realigning management systems from functional to process focused Setting benchmarks throughout the process to help quantify levels of success Establish a system of knowledge management for the seamless alignment of teams and departments Improving process management using Lean Six Sigma and other methodologies Create a sound strategic planning initiative to eliminate future surprises With diagrams and figures to highlight salient points Customer Driven Operations Management clarifies and simplifies the otherwise daunting task of enacting major changes in your company s operations systems

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Managing Fuzzy Projects in 3D: A Proven, Multi-Faceted Blueprint for Overseeing Complex Projects Lavagnon Ika,Jan Saint-Macary,2023-01-31 The first resource of its kind a multi disciplinary method for effectively managing the largest most complex projects in business today All too often we execute projects that come with high levels of complexity or uncertainty along with conflicting or unstated expectations from stakeholders The authors of this groundbreaking guide refer to them as

fuzzy projects and they are all too common today In Managing Fuzzy Projects in 3D project management guru Lavagnon Ika and organizational strategy expert Jan Saint Macary walk you through their proven three pronged approach for successfully managing such projects It s all about planning and executing the project with three key factors in mind reason and logic psychosocial human behavior considerations and politics such as power influence and hierarchy to gain a complete picture of the project and the processes for getting it done Drawing on copious examples they shed light on why even well managed projects can fail to meet business case and strategic expectations and they show how their methods work in the real world Throughout the authors provide illuminating case studies including Boston s Big Dig the Golden Gate Bridge the Ford Edsel Olympic Games Indian Tata Nano Car Microsoft Campus Renovation Project the U S moon mission and Apple iPhone In addition they provide specific questions you can ask stakeholders in order to build clarity from the start of the project With Managing Fuzzy Projects in 3D you have everything you need to successfully guide the most complex unclear projects beginning to end *Stepping Up* Lawrence W. Lezotte,Kathleen M. McKee,2006

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Make Winning a Habit Rick Page,2006-03-29 A master of the complex sale and a bestselling author Rick Page is also one of the most experienced sales consultants and trainers in the world Make Winning A Habit defines the gap between what companies know to do and how they consistently perform Page clearly identifies five Ts of transformation Talent Technique Teamwork Technology and Trust These five elements when fully developed and integrated into the sales and marketing organization begin to create the habit of winning over customers in every industry Stories of successes and failures from members of prominent companies help you apply the five Ts to your company s culture and point the way to more effective plans for motivating employees building and coaching winning teams and improving hiring processes Then with the use of Page s assessment scorecard you can compare your company with some of the strategies and practices of the best sales forces in the world Designed to gauge your organization s effectiveness and further develop breakthrough sales growth this scorecard highlights your strengths and weaknesses helping you bridge the gap between where you are and where you need to be You ll also learn about The Deadly Dozen pains sales managers feel today and how they can kill business A ten point process for identifying and hiring nothing less than A players The 8 ates of managing strategic accounts and how they will maximize revenue and elevate relationships How to identify and correct the six most common areas of poor individual sales performance With Make Winning A Habit you ll discover the obstacles between you and the consistent sales

performance you can achieve and find the tools to not only make success a habit but one that will keep growing with your business **Workforce Education Forum** ,2002 The New York Times Magazine ,2004 *Springs* ,2004

Marketing Warfare: 20th Anniversary Edition Al Ries,Jack Trout,2006 It rocked the marketing world in 1986 and now nearly two decades later the strategies set down in Marketing Warfare are still just as relevant To commemorate the 20th anniversary of the classic book that changed an industry marketing mavens Al Ries and Jack Trout will reunite to annotate their book for another generation of marketers The Anniversary Edition offers A fresh perspective on why waging marketing warfare is even more important today than 20 years ago In depth analyses of some of the biggest marketing successes and failures of the last two decades Reproductions of successful or not so successful ads accompanied by the authors comments on why they succeeded or failed Valuable follow up to the original edition Where are these companies now Who s still a market leader Marketing is war To triumph over the competition it s not enough to target customers Marketers must take aim at their competitors and be prepared to defend their own turf This indispensable guide gives smart fighters the best tactics defensive offensive flanking and guerrilla Marketing Warfare is the book that wrote the new rules *The 4*

Disciplines of Execution Chris McChesney,Sean Covey,Jim Huling,2012 Do you remember the last major initiative you watched die in your organization Did it go down with a loud crash Or was it slowly and quietly suffocated by other competing priorities By the time it finally disappeared it s likely no one even noticed What happened The whirlwind of urgent activity required to keep things running day to day devoured all the time and energy you needed to invest in executing your strategy for tomorrow The 4 Disciplines of Execution can change all that forever The 4 Disciplines of Execution 4DX is a simple repeatable and proven formula for executing on your most important strategic priorities in the midst of the whirlwind By following The 4 Disciplines Focusing on the Wildly Important Acting on Lead Measures Keeping a Compelling Scoreboard and Creating a Cadence of Accountability leaders can produce breakthrough results even when executing the strategy requires a significant change in behavior from their teams 4DX is not theory It is a proven set of practices that have been tested and refined by hundreds of organizations and thousands of teams over many years When a company or an individual adheres to these disciplines they achieve superb results regardless of the goal 4DX represents a new way of thinking and working that is essential to thriving in today s competitive climate Simply put this is one book that no business leader can afford to miss CEO Capital Leslie Gaines-Ross,2003 Publisher Description

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