Accelerate Building Strategic Agility For A FasterMoving World EBook John P Kotter

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Agile Innovation John Wiley & Sons
"Where urgency meets execution. This book helps leaders tackle their greatest challenge: turning plans into action, fast."---Walt Macnee, President, International Markets, MasterCard Worldwide "A refreshing new view on strategy: how leaders can execute strategy through people, and what makes some companies faster and more agile than others."---Isobel Peck, Chief Marketing Officer, Informa "In Strategic Speed, we finally get the implementation model that needs to go with the strategy."---Lean Schlesinger, President, Babson College "This book is packed with great insights and practical tools. Read it, use it, and gain strategic speed."---Craig Wortmann, CEO, Experience LLC, and author of What's Your Story? "The framework, case examples, and tools equip leaders to embrace and execute strategic speed."---Noel Tichy, professor and director, Global Citizenship Initiative at the University of Michigan; and coauthor (with Warren Bennis) of Judgment "I urge executives everywhere to read this book. It's filled with valuable insights and actionable best practices that every company will benefit from."---Douglas Anderson, President and CEO, Carlson Wagonlit Travel "Davis, Frechette, and Boswell make things just as Einstein requested: simple, without being simplified. They identify predictable change management traps and provide useful frameworks for avoiding them."---Amy C. Edmondson, Novartis Novartis Professor of Leadership and Management, Harvard Business School "The magic is in the execution. Strategic Speed provides relevant business cases and practical suggestions to create that magic and deliver real outcomes."---Catriona Noble, Managing Director, McDonald's Australia

Fewer, Bigger, Bolder Harvard Business Review Press
"This is one of the most important Agile books since The Phoenix Project." —Charles Betz, Principle Analyst, Forrester Research It's no secret that we are living in the Digital Age. Technology companies make up seven of the world's ten largest firms by market capitalization. And the key to their success is the key to all modern organizations. Jonathan Smart, business agility practitioner, thought leader, and coach, reveals the patterns and antipatterns that will help organizations from every industry deliver better value sooner, safer, and happier through high levels of engagement, inclusion, and empowerment. Through his decades of experience in the technology world, Smart provides business leaders with a blueprint for creating a world-class organization of the future. Through Agile and Lean ways of working, business leaders can empower teams to improve production, grow together, and create better services for their customers. These better ways of working have overflowed from the IT department to every corner of successful organizations, taking root in every industry from aerospace to accounting, insurance to shipping. This book is not about software development. It is not a book about the computer industry. This book is about applying agility across the entire organization. It's a book that will put you at the front of change and ahead of the competition. "A true business-wide perspective on Digital Transformation and the need for whole business agility." —Adam Banks, Non Executive Director and Former CTIO of AP Moller Maersk **Note from the Authors: Purchases will result in the planting of trees and empowerment of women, in countries with the lowest scores on the IUCN's gender and environment index. It's not just carbon neutral, purchases in any format will result in, on average, 10x greater carbon offset.

Strategy Sprints John Wiley & Sons
Imagine, if you can, the world of business - without corporate strategy. Remarkably, fifty years ago that's the way it was. Businesses made plans, certainly, but without understanding the underlying dynamics of competition, costs, and customers. It was like trying to design a large-scale engineering project without knowing the laws of physics. But in the 1960s, four mavericks and their posses instigated a profound shift in thinking that turbocharged business as never before, with implications far beyond what even they imagined. In The Lords of Strategy, renowned business journalist and editor Walter Kiechel tells, for the first time, the story of the four men who invented corporate strategy as we know it and set in motion the modern, multibillion-dollar consulting industry: Bruce Henderson, founder of Boston Consulting Group Bill Bain, creator of Bain & Company Fred Gluck, longtime Managing Director of McKinsey & Company Michael Porter, Harvard Business School professor Providing a window into how to think about strategy today, Kiechel tells their story with novelistic flair. At times inspiring, at times nearly terrifying, this book is a revealing account of how these iconoclasts and the organizations they led revolutionized the way we think about business, changed the very soul of the corporation, and transformed the way we work.

Sooner Safer Happier O'Reilly Media
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.

That's Not How We Do It Here! IT Revolution
Learn how to lead organizational change with this Harvard Business Review digital collection. The Heart of Change is your guide to helping people think and feel differently in order to meet your shared goals. According to bestselling author and renowned leadership expert John Kotter and coauthor Dan Cohen, this focus on connecting with people's emotions is what will spark the behavior change and actions that lead to success. The Heart of Change Field Guide provides leaders and managers with tools, frameworks, and advice for bringing these breakthrough change methods to life within their own organizations.

Dual Transformation Harvard Business Review Press
Based on the award-winning article in Harvard Business Review, from global leadership expert John Kotter. It's a familiar scene in organizations today: a new competitive threat or a big opportunity emerges. You quickly create a strategic initiative in response and appoint your best people to make change happen. And it does—but not fast enough. Or effectively enough. Real value gets lost and, ultimately, things drift back to the default status. Why is this scenario so frequently repeated in industries and organizations across the world? In the groundbreaking new book Accelerate (XLR8), leadership and change management expert, and best-selling author, John Kotter provides a fascinating answer—and a powerful new framework for competing and winning in a world of constant turbulence and disruption. Kotter explains how traditional organizational hierarchies evolved to meet the daily demands of running an enterprise. For most companies, the hierarchy is the singular operating system at the heart of the firm. But the reality is, this system simply is not built for an environment where change has become the norm. Kotter advocates a new system—a second, more agile, network-like structure that operates in concert with the hierarchy to create what he calls a "dual operating system"—one that allows companies to capitalize on rapid-fire strategic challenges and still make their numbers. Accelerate (XLR8) vividly illustrates the five core principles underlying the new network system, the eight Accelerators that drive it, and how leaders must create urgency in others through role modeling. And perhaps most crucial, the book reveals how the best companies focus and align their people's energy and urgency around what Kotter calls the big opportunity. If you're a pioneer, a leader who knows that bold change is necessary to survive and thrive in an ever-changing world, this book will help you accelerate into a better, more profitable future.

Strategic Speed Harvard Business Press
Based on a multi-year study with several large companies, Resurgence reveals how some of the most interesting and noble brands in the world have managed to stage remarkably successful comebacks following periods of decline. The core of this book is a smart, simple four-part framework for reinvention, plus compelling advice distilled for general business readers. Yet, it also features fascinating, insider accounts of the change process, with stories from a core group of leaders at companies such as Motorola, Alberto Culver, Harley-Davidson, and others, as they considered the question: How do we reinvent a firm that does not recognize the need for radical change? Three top marketing experts bring a compelling wealth of experience and knowledge to the forefront as they were granted extensive access to the executives at these companies and track how each of these organizations look dramatically different as a result of its changed efforts.

Crushing Quota: Proven Sales Coaching Tactics for Breakthrough Performance Harvard Business Review Press
Find your company's unique innovation style, and nurture it into a powerful competitive advantage Praised by business leaders worldwide, Agile Innovation is the authoritative guide to survival and success in today's "innovate-or-die" business world. This revolutionary approach combines the best of Agile with the world's leading methods of Innovation to present a crisp, articulate, and proven system for developing the breakthrough capabilities every organization must master to thrive today and tomorrow. You already know that effective innovation doesn't happen by accident—it is achieved by careful design. Agile Innovation addresses the three critical drivers of innovation success: accelerating the innovation process; reducing the risks inherent in innovation; and engaging your entire organization and your broader ecosystem in the innovation effort. The key frameworks described here build on the proven success of Agile to provide a comprehensive and customizable Innovation Master Plan approach to sustained innovation improvement in the five critical performance areas: strategy, portfolio, process, culture and infrastructure. Major topics include: the power of Agile in the innovation process, how to overcome innovation risk, the best tools to evoke engagement and collaboration, branding as an integral element of innovation, and the best leadership skills and practices that create the special environment that enables transformative growth. Readers will learn specifically how to create better ideas, develop them more efficiently, and work together more profitably and effectively to achieve breakthroughs. The insights offered in this book are highlighted in 11 detailed case studies illustrating the world's best innovation practices at Wells Fargo, Nike, Volvo, Netflix, Southwest Airlines, NASA, The New York Times, and others, in dozens of specific business examples, in two dozen powerful and unique techniques and methods, and a full set of implementation guidelines to put these insights into practice. Key Insights: Understand how to implement the many ways that innovation efforts can be accelerated to achieve even greater competitive advantage Learn to create a culture of innovation, greater engagement, and rich collaboration throughout your organization Discover how to reduce risk and accelerate learning Implement your own unique plan to enhance collaborative innovation, from leadership through operations Integrate key agility principles into your strategic planning decisions for sustained improvement Explore dramatic new approaches to open innovation that optimize large scale innovation Apply the latest and best technology tools to enhance innovation, reduce risk, and promote broad participation This is a must read book, a practical guide for fostering a culture of innovation, nurturing creativity, and efficiently developing the ideas that drive strategic growth. And since innovation is not imitation, you know that copying the ideas and strategies of other successful organizations will not produce the desired outcomes. Hence, all leaders must develop their own way of innovating and nurture the right style of collaborating for their own organization. This book will guide you to find your own unique pathways to success. Blaze your own trail to the high levels of innovativeness and organizational agility by learning from the expert guidance and practical, actionable advice offered throughout this important book. **Successful Organizational Change: The Kotter-Cohen Collection (2 Books)** Simon and Schuster
The Agile movement provides real, actionable answers to the question that keeps many company leaders awake at night: How do we stay successful in a fast-changing and unpredictable world? Agile has already transformed how modern companies build and deliver software. This practical book demonstrates how entire organizations—from product managers and engineers to marketers and executives—can put Agile to work. Author Matt LeMay explains Agile in clear, jargon-free terms and provides concrete and actionable steps to help any team put its values and principles into practice. Examples from a wide variety of organizations, including small nonprofits and global financial enterprises, bring to life the on-the-ground realities of Agile across industries and functions. Understand exactly what Agile is and why it matters Use Agile to address your organization's specific needs and goals Take customer centricity from theory into practice Stop wasting time in "report and critique" meetings and start making better decisions Create a harmonious cycle of learning, collaborating, and delivering Learn from Agile experts at companies like IBM, Spotify, and Coca-Cola

The Leadership Factor Harvard Business Review Press
"The Age of Agility: Building Learning Agile Leaders and Organizations focuses on learning agility, one of the most important trends in the business world during the past decade. Some surveys have found it was the most frequently used criterion to measure leadership potential. Despite this popularity there are fundamental questions that need to be answered such as (a) What specifically is learning agility? (b) How many facets or dimensions does it have? (c) How do we measure it? and (d) Can it be developed? It appears that much of what is known about the construct of learning agility has been gleaned from its application by practitioners. While this knowledge is an extremely useful place to begin, there is an urgent need to undergird this understanding with science. The purpose of this edited book is to systematically examine the construct through a more scholarly lens. Over 50 authors - both academic researchers and talent management practitioners - have contributed to the contents. The goal is to enhance knowledge of learning agility, distilling and synthesizing scientific evidence with best practices"--

Change Leadership: The Kotter Collection (5 Books) Harvard Business Press
The ball handler who fakes and then drives past a defender for an easy score. A pass rusher who leaves a would-be blocker in his wake on the way to sacking the quarterback. A setter who manages to maneuver both body and ball in the blink of an eye to make the perfect pass for the kill and match-winning point. These are all reasons agility and quickness are such prized physical attributes in modern sport. Efforts to become markedly quicker or more agile, however, aren't always successful. Genetic limitations, technical deficiencies, and inferior training activities are among the major obstacles. Developing Agility and Quickness helps athletes blow past those barriers thanks to the top sport conditioning authority in the

world, the National Strength and Conditioning Association. NSCA hand-picked its top experts to present the best training advice, drills, and programs for optimizing athletes' linear and lateral movements. Make Developing Agility and Quickness a key part of your conditioning program, and get a step ahead of the competition.

SAFe 5.0 Distilled Harvard Business Review Press

As contrary as it sounds, "planning" -- as we traditionally understand the term -- can be the worst thing a company can do. Consider that volatile weather events disrupt trusted supply chains, markets, and promised delivery schedules. Ever-shifting geo-political tensions, as well as internal political upheaval within U.S. and global governments, derail long-planned new ventures. Technology failures block opportunities. Competitors suddenly change their product or release date; your team cannot meet the pace of innovations in your market niche, leaving you sidelined. There are myriad ways in the current business environment for a company's well-considered business plans to go awry. Most business schools continue to prepare managers to be effective in stable and predictable environments, conditions that, if they ever existed at all, are long gone. The Agility Shift shows business leaders exactly how to make the radical mindset and strategy shift necessary to create an agile, entrepreneurial organization that can innovate and thrive in complex, ever-changing contexts. As author Pamela Meyer explains, there is much more involved than a reconfiguration of the org chart and job descriptions. It requires relinquishing the illusion of control at the very foundation of most management training and business practice. Despite most leaders' approaches, "Agility is not simply accelerated planning." Unlike many agility books on the market, The Agility Shift provides specific, actionable strategies and tactics for leaders at all levels of the organization to put into practice immediately to improve agility and achieve results.

The Agility Factor Harvard Business Press

In recent years, the concept of agility has captured the executive imagination, and leaders in a variety of industries and companies of all sizes are now searching for ideas on how to effectively utilize agile thinking. This book provides insights on agility from world-class experts on leadership, strategy and organization, alongside seasoned practitioners who have successfully implemented agility programs for companies such as Daimler, Ford Motor Company, J. W. Thompson, Siemens, and NASA. By combining theoretical expertise with a variety of managerial experiences, it provides a wide-ranging yet succinct guide for companies seeking to engage in the transformative journey towards becoming more agile. As such, it will be of great use and interest to executives in all industries, executive education participants and consultants, M.B.A. students and researchers interested in agile. Agility.X prepares leaders for managing under uncertainty and organizations for thriving in turbulent environments.

Leading Change Harvard Business Press

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.

Agile for Everybody Oxford University Press

Today's organizations face difficult challenges in order to remain competitive—the quickening pace of change, increasing uncertainty, growing ambiguity, and complexity. To meet these challenges, organizations must broaden the scope of leadership responsibility for strategic leadership and engage more people in the process of leadership. In Becoming a Strategic Leader Rich Hughes and Kate Beatty from the Center for Creative Leadership (CCL) offer executives and managers a handbook for implementing a strategic leadership process that reaches leaders at all levels of organizations. Based on CCL's successful Developing the Strategic Leader Program, this book outlines the framework of strategic leadership and contains practical suggestions on how to develop the individual, team, and organizational skills needed for institutions to become more adaptable, flexible, and resilient. The authors also show how individual managers can exercise effective strategic leadership through their distinctive and systemic approach—thinking, acting, and influencing.

Agility.X John Wiley & Sons

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.

Becoming a Strategic Leader Https: //Www.Isbn.Dk/Isbn_liste/Genliste.Php?forlag=973238

You can grow your revenue and scale your business without sacrificing your whole personal life. It's all about working smarter, not longer. Strategy Sprints is the blueprint that you need to increase your effectiveness, grow your revenue and secure business resilience. Using the "Sprints" method, agile expert Simon Severino shows you how to transform your business with 12 assignments or "sprints" that will make you more impactful as a business leader, grow your revenue and make your strategy execution rock. Through these tried and tested exercises, businesses blow the competition out of the water. Strategy Sprints will teach you to identify the bottlenecks that are weighing your business down, turn you and anyone in your team into a sales superstar and streamline processes so you spend time where it matters. The outcomes you'll master include: - developing a compelling vision - mapping out where you can make the most money - increasing your conversion rates to sales With plenty of practical tools and templates that work, learn how Strategy Sprints can transform your business.

The Age of Agility John Wiley & Sons

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

Accelerate Kogan Page Publishers

Complex problem solving is the core skill for 21st Century Teams Complex problem solving is at the very top of the list of essential skills for career progression in the modern world. But how problem solving is taught in our schools, universities, businesses and organizations comes up short. In Bulletproof Problem Solving: The One Skill That Changes Everything you'll learn the seven-step systematic approach to creative problem solving developed in top consulting firms that will work in any field or industry, turning you into a highly sought-after bulletproof problem solver who can tackle challenges that others balk at. The problem-solving technique outlined in this book is based on a highly visual, logic-tree method that can be applied to everything from everyday decisions to strategic issues in business to global social challenges. The authors, with decades of experience at McKinsey and Company, provide 30 detailed, real-world examples, so you can see exactly how the technique works in action. With this bulletproof approach to defining, unpacking, understanding, and ultimately solving problems, you'll have a personal superpower for developing compelling solutions in your workplace. Discover the time-tested 7-step technique to problem solving that top consulting professionals employ Learn how a simple visual system can help you break down and understand the component parts of even the most complex problems Build team brainstorming techniques that fight cognitive bias, streamline workplanning, and speed solutions Know when and how to employ modern analytic tools and techniques from machine learning to game theory Learn how to structure and communicate your findings to convince audiences and compel action The secrets revealed in Bulletproof Problem Solving will transform the way you approach problems and take you to the next level of business and personal success.

Accelerating Performance St. Martin's Press

Don't underestimate the early decisions of making choices about where to pilot. This is key in enabling successful strategy execution.