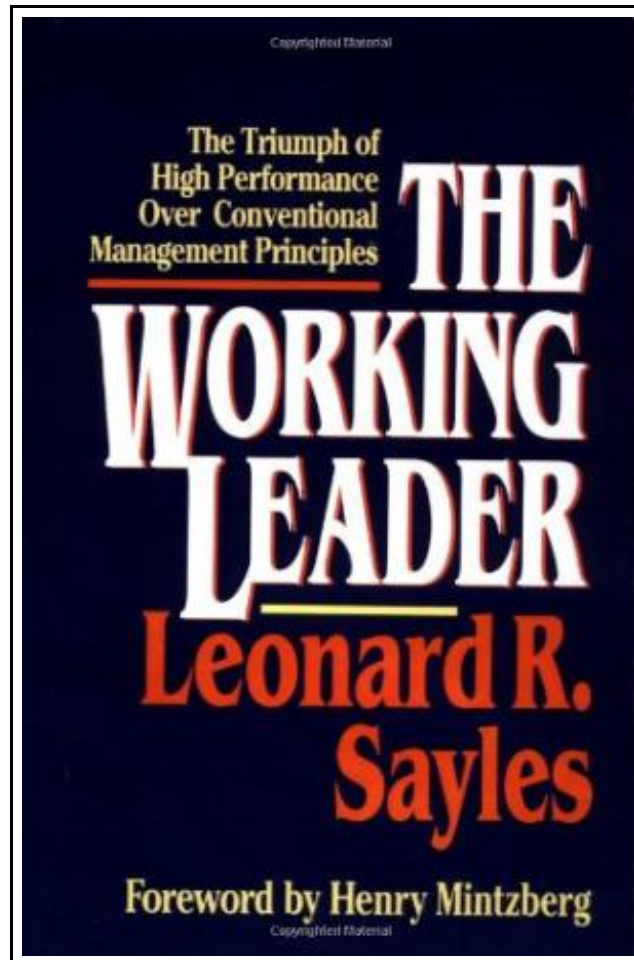


The Working Leader: The Triumph of High Performance Over Conventional Management Principles



Filesize: 4.91 MB

Reviews

This written book is excellent. It typically is not going to price a lot of. I found out this book from my dad and i encouraged this book to discover.

(Darrin Abbott)

THE WORKING LEADER: THE TRIUMPH OF HIGH PERFORMANCE OVER CONVENTIONAL MANAGEMENT PRINCIPLES

[DOWNLOAD](#)

Touchstone. Paperback. Book Condition: New. Paperback. 288 pages. Dimensions: 9.0in. x 6.0in. x 0.7in. Schooled to oversee fixed, almost unvarying routines, managers today are unprepared to manage the conflicts in modern work flow relationships. The demand for more and quicker responsiveness to customers, market, product, and process changes means there are few routine technologies left to manage. The modern line manager, according to Sayles, must be a working leader, managing work flow relationships on the boundaries between jobs, functions, departments; making things work through trade-offs with superiors and peers. The working leader has an agenda, knows the system inside out, is comfortable with fluidity, and recognizes that the parts do not always fit into an integrated whole. The recent emphasis on core competencies and operating capabilities as keys to competitive advantage represents a radical shift away from the presumption that business leadership is primarily about strategic decisions. Corporate success, Sayles insists, now depends upon execution, implementation, and expertise. In the past managers presumed that work systems were programmed to be efficient; now astute managers recognize that extraordinary efforts are required to attain and maintain effective operations. Sayles shows with vivid case studies how middle managers with an in-depth understanding of the organization can resolve the inherent contradictions and ambiguities among design, sales, and manufacturing. He also shows that while many companies are instilling customer consciousness and quality consciousness as compartmentalized activities, effective management of work systems automatically leads to high performance in quality, efficiency, and service. By facilitating high performance, hands on working leaders can increase the sense of responsibility and motivation of subordinates. Finding solutions to inconsistencies and dilemmas in work systems forces managers to become real leaders. Checking the interfaces and making modifications where necessary -- managing on the boundaries -- are core competencies for the working leader. This...



[Read The Working Leader: The Triumph of High Performance Over Conventional Management Principles Online](#)



[Download PDF The Working Leader: The Triumph of High Performance Over Conventional Management Principles](#)

See Also



Scholastic Discover More My Body

Scholastic Reference. Hardcover. Book Condition: New. Hardcover. 32 pages. Dimensions: 9.1in. x 7.7in. x 0.6in. Scholastic Discover More is a revolutionary new nonfiction line pairing stunning print books with corresponding interactive digital books that extend the...

[Download Book »](#)



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 x 135 mm. Language: English . Brand New Book. An international bestseller, Barbara Coloroso's groundbreaking and trusted guide on bullying-including cyberbullying-arms parents...

[Download Book »](#)



Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who...

[Download Book »](#)



Kindergarten Culture in the Family and Kindergarten; A Complete Sketch of Froebel's System of Early Education, Adapted to American Institutions. for the Use of Mothers and Teachers

Rarebooksclub.com, United States, 2012. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****. This historic book may have numerous typos and missing text. Purchasers can download...

[Download Book »](#)



Kindle Fire Tips And Tricks How To Unlock The True Power Inside Your Kindle Fire

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 52 pages. Dimensions: 9.0in. x 6.0in. x 0.1in. Still finding it getting your way around your Kindle Fire Wish you had...

[Download Book »](#)