1. Record Nr. UNINA9910450041403321 Autore Paley Norton Titolo Manage to Win [[electronic resource]]: Revitalize Your Business, Wrong-Foot Your Competitors London,: Thorogood Publishing, 2005 Pubbl/distr/stampa **ISBN** 1-85418-552-7 Descrizione fisica 1 online resource (450 p.) Disciplina 658.4012 Soggetti Business planning Vocational Guidance Commerce **Business & Economics** Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto Foreword; About the Author; Contents; Introduction; ONE Revitalize Your Strategies Reinvent Your Managerial Skills; TWO Estimate Your Chances For Success; THREE Act With Speed And Decisiveness: FOUR Develop Offensive Strategies: Your Defining Moment As A Manager; FIVE Energize Your Company's Potential - Develop Invincibility; SIX Create An Ongoing Momentum Among Your Employees - The Possibilities Are Limitless; SEVEN Strategies To Activate Profitable Growth; EIGHT Lead By Making Strategic Maneuvers; NINE Manage By Harnessing The Full Potential Of Your People TEN Lead By Signs, Signals And MovementsELEVEN Manage By Understanding The Nature Of Markets; TWELVE Lead By Employing Agents - The Manager's Lifeline To Successful Performance: THIRTEEN Implementing Tactics: The Hands-On Test Of Leadership; CONCLUSION Looking Ahead As You Manage To Win; Appendix Sommario/riassunto Learn how to reshape and reposition your company to meet tougher challenges and competitors, when to confront and when to retreat, how

and knock-out the competition.

to assess risk and opportunity and how to move to seize opportunities