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Further Up The Organization How

Further Up the Organization: How to Stop Management from Stifling People and Strangling Productivity. Robert Townsend, former CEO and the man that got AVIS to "Try Harder" tells in provocative style how to get rid of the inertia in American Business. This is your opportunity to learn from the master.

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The chapter titled "Further 'Up the Organization'" was originally published in the July 1970 issue of . Playboy. Library of Congress Cataloging-in-Publication Data. Townsend, Robert, 1920-1998 Up the organization : how to stop the corporation from stifling people and strangling profits / Robert Townsend ; foreword by Warren Bennis. - Commemorative ed.

UP THE ORGANIZATION*

Robert Chase Townsend was an American businessman and author, most famous as the CEO of "Avis Rent-a-Car" and the author of "Up the Organization." He transformed "Avis" from a company losing \$3 million a year to one that made almost as much. And he explained how he did that in his bestselling book. He died from a heart attack in 1998.

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People and Strangling Profits: 144 (J-B Warren Bennis Series) 1 by Townsend, Robert C., Bennis, Warren (ISBN: 9780787987756) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

Up the Organization: How to Stop the Corporation from ...
A follow up, published in 1980, of "Up the Organization" published in 1970. This is the man who adopted the slogan for Avis car rental: "we are second, so we try harder." The author has plenty of ideas on how to get organizations working happily and effectively.

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Although it was first published more than thirty-five years ago, Up the Organization continues to top the lists of best business books by groups as diverse as the American Management Association, Strategy + Business (Booz Allen Hamilton), and The Wharton Center for Leadership and Change Management. 1-800-CEO-READ ranks Townsend's bestseller first among eighty books that "e

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Key Points. SWOT Analysis is a simple but useful framework for analyzing your organization's strengths, weaknesses, opportunities, and threats. It helps you to build on what you do well, to address what you're lacking, to minimize risks, and to take the greatest possible advantage of chances for success.

SWOT Analysis - Strengths, Weaknesses, Opportunities and ...

Another word for further. Find more ways to say further, along with related words, antonyms and example phrases at Thesaurus.com, the world's most trusted free thesaurus.

This thoroughly revised and expanded edition, arranged alphabetically by topic, reflects recent changes in American business, such as the pervasive presence of computers, and features new chapters on a

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variety of topics including starting a small business

Although it was first published more than thirty-five years ago, *Up the Organization* continues to top the lists of best business books by groups as diverse as the American Management Association, *Strategy + Business* (Booz Allen Hamilton), and The Wharton Center for Leadership and Change Management. 1-800-CEO-READ ranks Townsend's bestseller first among eighty books that "every manager must read." This commemorative edition offers a new generation the benefit of Robert Townsend's timeless wisdom as well as reflections on his work and life by those who knew and worked with him. This groundbreaking book continues to remind us not to get mired in all those sacred organizational routines that stifle people and strangle both profits and profitability. He shows a way to humanize business and a way to have fun while making it all work better than it ever worked before.

Wall Street Journal Bestseller "The pick of 2014's management books."
–Andrew Hill, *Financial Times* "One of the top business books of the year."
–Harvey Schacter, *The Globe and Mail* Bestselling author, Robert Sutton and Stanford colleague, Huggy Rao tackle a challenge that determines every organization's success: how to scale up farther, faster, and more effectively as an organization grows.

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Sutton and Rao have devoted much of the last decade to uncovering what it takes to build and uncover pockets of exemplary performance, to help spread them, and to keep recharging organizations with ever better work practices. Drawing on inside accounts and case studies and academic research from a wealth of industries-- including start-ups, pharmaceuticals, airlines, retail, financial services, high-tech, education, non-profits, government, and healthcare-- Sutton and Rao identify the key scaling challenges that confront every organization. They tackle the difficult trade-offs that organizations must make between whether to encourage individualized approaches tailored to local needs or to replicate the same practices and customs as an organization or program expands. They reveal how the best leaders and teams develop, spread, and instill the right mindsets in their people-- rather than ruining or watering down the very things that have fueled successful growth in the past. They unpack the principles that help to cascade excellence throughout an organization, as well as show how to eliminate destructive beliefs and behaviors that will hold them back. *Scaling Up Excellence* is the first major business book devoted to this universal and vexing challenge and it is destined to become the standard bearer in the field.

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This is a story of reinvention. Jim Whitehurst, celebrated president and CEO of one of the world's most revolutionary software companies, tells first-hand his journey from traditional manager (Delta Air Lines, Boston Consulting Group) and "chief" problem solver to CEO of one of the most open organizational environments he'd ever encountered. This challenging transition, and what Whitehurst learned in the interim, has paved the way for a new way of managing—one this modern leader sees as the only way companies will successfully function in the future. Whitehurst says beyond embracing the technology that has so far disrupted entire industries, companies must now adapt their management and organizational design to better fit the Information Age. His mantra? "Adapt or die." Indeed, the successful company Whitehurst leads—the open source giant Red Hat—has become the organizational poster child for how to reboot, redesign, and reinvent an organization for a decentralized, digital age. Based on open source principles of transparency, participation, and collaboration, "open management" challenges conventional business ideas about what companies are, how they run, and how they make money. This book provides the blueprint for putting it into practice in your own firm. He covers challenges that have been missing from the conversation to date, among them: how to scale engagement; how to have healthy debates that net progress; and how to attract and keep

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the "Social Generation" of workers. Through a mix of vibrant stories, candid lessons, and tested processes, Whitehurst shows how Red Hat has blown the traditional operating model to pieces by emerging out of a pure bottom up culture and learning how to execute it at scale. And he explains what other companies are, and need to be doing to bring this open style into all facets of the organization. By showing how to apply open source methods to everything from structure, management, and strategy to a firm's customer and partner relationships, leaders and teams will now have the tools needed to reach a new level of work. And with that new level of work comes unparalleled success. The Open Organization is your new resource for doing business differently. Get ready to make traditional management thinking obsolete.

A leadership expert draws on the examples of real people--representing a variety of fields--to share the secret of "leading up" or gently moving a superior to work at his or her own potential. Reprint. 20,000 first printing.

Praise for the first edition of Up Your Business! "Dave Anderson has

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Hit another home run! Up Your Business! is an invaluable, highly readable guide that should be on the desk--and in the mind--of anyone demanding top-level performance from themselves and others." --James Strock, author, Reagan on Leadership and Theodore Roosevelt on Leadership "Up Your Business! is a powerful blueprint for companies looking to take their business to the next level. It is one of the most powerful books on business and leadership I have ever read and will be a major component of Saga Communications' leadership training." --Warren Lada, Senior Vice President, Saga Communications, Inc. "Once again, Dave Anderson puts it all together in a way that almost makes you think he's been looking over your shoulder all these years. Chapter two alone, 'Abolish Corporate Welfare: Create a Culture of Merit,' is worth the time it takes to read the entire book." --Mike Roscoe, founder and President, Horizon Communications "Finally . . . a business book that gets to the heart of what matters and creates usable templates that could help any business thrive." --Roxanne Emmerich, author, Thank God It's Monday!

"One of the most important questions a leader can ask themselves is: "How do I get my teams, my organization, to move faster?" That is the challenge that all leaders face. This challenge grows more intense every day, and an organization can only move as quickly as its

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Read over. This book shows you how to get your ideas, plans, and needs disseminated quickly from the top down"--

Ben Casnocha discovered he was entrepreneur at age 12 and hasn't slowed down since. In this remarkably instructive book, Ben dissects the entrepreneurship "gene," explaining that everyone has inherited it if they have an idea to make the world a better place. In Casnocha's case, he found a better way for city governments to communicate with constituents on the Web. Six years later, Comcate has dozens of municipal clients, a growing staff, and a record of excellence. This book is the story of his start-up, but also a conversation with his mentors, clients and fellow entrepreneurs about how to make a business idea work?and how to have the time of your life trying. From Pat Lencioni to Marc Benioff of salesforce.com, Ben has won over the best and brightest of the business world?now it's your turn!

The definitive playbook for driving impact as a middle manager
Leading from the Middle: A Playbook for Managers to Influence Up, Down, and Across the Organization delivers an insightful and practical guide for the backbone of an organization: those who have a boss and are a boss and must lead from the messy middle. Accomplished

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author and former P&G executive Scott Mautz walks readers through the unique challenges facing these managers, and the mindset and skillset necessary for managing up and down and influencing what happens across the organization. You'll learn the winning mindset of the best middle managers, how to develop the most important skills necessary for managing from the middle, how to create your personal Middle Action Plan (MAP), and effectively influence: Up the chain of command, to your boss and those above them Down, to your direct reports and teams who report to you Laterally, to peers and teams you have no formal authority over Anyone in an organization who reports to someone and has someone reporting to them must lead from the middle. They are the most important group in an organization and have a unique opportunity to drive impact. Leading from the Middle explains how.

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