

Beyond Business As Usual

Practical Lessons in Accessing New Dimensions



Michael W. Munn

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Edward E. Gordon



Beyond Business As Usual Practical Lessons In Accessing New Dimensions:

Beyond Business as Usual Michael Munn, 2012-09-10 Wherever we are in the quality movement there is more to discover to explore Today quality serves business as a way of increasing profits That is one end of a spectrum Tomorrow quality takes business into the rest of the spectrum In this new dimension business learns to serve and be served from a foundation of unconditional love At the other end of the spectrum is quality s far reaching goal the attainment of harmony between people and the entire cosmos This goal reveals the gap and steps between it and what we do today This book is intended for explorers and pioneers It is not for those who are comfortable in today s paradigms It is for those who search and yearn for new ways bring heart into the world of business and society It is not for those who are comfortable living an unexamined and changeless life It is for those who sense a thrill in the heart with the changes of each new day Experience not dry learning is the heart of this book For this reason Practical Exercises are included in most of the chapters They are experiences of things that can be known but not told or taught Without the exercises your knowing will be superficial With them you can enter into dimensions unknown to you today Michael W Munn Ph D heads the Gaia Center for Quality in Palo Alto California He provides keynotes experiential change seminars and business quality workshops Strategic planning executive development proposal and reengineering efforts are among the topics of his workshops *Developing Knowledge-Based Client Relationships* Ross Dawson, 2012-10-02 The publication of this book heralds a new field of management thought and practice The advocates of the knowledge economy have to date focused almost exclusively on how managers can increase the internal productivity of their knowledge assets and intellectual capital The important next step is understanding that a large and rapidly increasing proportion of the value of business transactions is in knowledge itself Once this is recognized managers must devote their attention to how to maximize the value of that knowledge to customers and tie that directly to developing enduring and profitable relationships *Developing Knowledge Based Client Relationships* guides the reader to understanding the increasing importance of information and knowledge in business transactions and client relationships It then goes on to present in an extremely practical fashion what knowledge organizations can do to enhance the value of the knowledge they deliver to clients and use that to develop profitable relationships This is done by presenting underlying theoretical framework a variety of tools for structuring relationships and presenting knowledge to clients and numerous case studies and examples of firms which have implemented these concepts successfully Fills a gap in present knowledge literature in the customer knowledge area Practical tools and effective case studies with world recognized companies Shows how knowledge organizations of all kinds can increase their competitive edge by adding value to their clients *Quantum Leaps* Charlotte Shelton, 2012-06-25 *Quantum Leaps* is a how to book for creating fundamental change in both ourselves and our organizations Charlotte Shelton s basic premise is that organizational change happens one person at a time Our workplaces simply mirror our individual and collective beliefs Therefore we change ourselves our workplaces and the world by changing

our minds As our beliefs change we not only see the world differently we begin to be in the world in a different way thus creating a new reality Shelton uses the basic principles of quantum mechanics as the foundational metaphor for a new quantum skill set that recognizes the highly complex constantly changing totally unpredictable nature of life She demonstrates the inadequacy of our time honored skills of planning organizing directing and controlling She shows how these skills are directly tied to an obsolete view of reality ignoring the now fundamental requirements of extreme imagination and radical innovation Quantum Leaps introduces seven new skills skills that are compatible with life and work in the twenty first century These seven Quantum Skills enable us to see think feel know act trust and be radically different ways Collectively they form a comprehensive model for change These skills integrate quantum mechanical principles state of the art psychology and universal spiritual practices They balance the traditional left brain business skills with a new skill set that more fully utilizes both hemispheres of the brain As we master these skills Shelton states We create balanced lives and whole brain organizations and we become authentic change masters changing ourselves and our organizations from the inside out The Seven Quantum Skills are Quantum Seeing Quantum Thinking Quantum Feeling Quantum Knowing Quantum Acting Quantum Trusting and Quantum Being These 7 skills introduce a new way to access underutilized brain capacities as they acknowledge the role of intention intuition and interconnectivity

The Power of Collaborative Leadership Iva M Wilson, JoAnne Wyer, Bert Frydman, 2009-11-03 The Power of Collaborative Leadership Lessons for the Learning Organization helps business leaders realize the promise of organizational learning by sharing the lessons insights and best practices gained by two veteran managers and organizational learning pioneers The book makes organizational learning principles and concepts more concrete by grounding them in the practical experiences of two major companies The Power of Collaborative Leadership helps business leaders realize the promise of organizational learning by sharing lessons insights and best practices gained by Bert Frydman and Iva Wilson two veteran managers and organizational learning pioneers Together with JoAnne Wyer a professional learning analyst they show that in order to be effective leaders of business organizations we must transform an organization's methods of absorbing new information and its ability to transform it into knowledge and wisdom This book offers some provocative and practical ways to overcome many commonly held assumptions and practices that can actually impede learning and the improvement of the organization

A New Brand of Expertise Dennis Russell, Marion McGovern, 2012-07-26 A New Brand of Expertise uniquely clarifies the dynamics of the red hot free agent workplace and teaches the new skills and employment strategies independent professionals must master to succeed In today's quick and turbulent markets companies often need specialized professional talent on an interim basis to solve specific business problems a major trend creating huge opportunities and an alternative career track for many professionals A New Brand of Expertise clarifies for independent professionals why companies need interim talent and how to develop a skill set that matches market needs Readers will learn effective methods for uniquely marketing and branding themselves in order to

develop a sustainable and successful free agent career **Unleashing Intellectual Capital** Charles Kalev Ehin,2012-05-31 Demonstrates clearly what ails most knowledge based organizations today the gap between unchanging human nature and management systems Illustrates how the latest research in a variety of fields can redefine management Provides the most comprehensive framework to date for generating capturing and leveraging intellectual capital based on a thorough understanding of human nature *Synchronicity* Jessica Satori,2012-10-02 This book explores the connections between the Jungian concept of time space relations and how today s business leaders can be aware of synchronistic situations to use them ethically in the workplace It bridges the Jungian concepts of synchronicity with grounded business applications It is written in a straightforward accessible style and includes examples from real life business situations It explores synchronicity and explains how it can be recognized and used in business situations This book takes the sayings timing is everything and being at the right place at the right time and establishes that synchronistic events do occur in the lives of entrepreneurs and others with surprisingly regularity *Knowledge and Communities* Eric Lesser,Michael Fontaine,Jason Slusher,2009-11-03 Knowledge and Communities is the first book dedicated to a major new knowledge management topic Communities of Practice are cross organizational groups of people sharing knowledge solving common problems and exchanging insights and frustrations Knowledge and Communities a collection of authoritative articles describes the dynamics of these groups and explains how they enable organizational knowledge to be creating shared and applied The book teaches how organizations can empower both traditional and on line communities and make them a cornerstone of a general knowledge management strategy Readers will learn how communities can help unify an organization and its external stakeholders such as customers and suppliers and how they can critically support an e commerce strategy Knowledge and Communities will help readers understand a primary vehicle for building an organization s social capital and competitive advantage **Knowledge and Social Capital** Eric Lesser,2009-11-03 Social capital the informal networks trust and common understanding among individuals in an organization determines major competitive advantages in today s networked economy Knowledge and Social Capital explains how social capital can drive collaboration reconcile an organization s internal and external labor markets and improve organizational effectiveness This edited compilation of authoritative articles helps readers understand how they can build and capitalize on their own organizations social capital Knowledge and Social Capital teaches core principles and important strategies to a range of executives including organizational development specialists corporate strategists and knowledge management professionals Readers will learn how an organization can **Skill Wars** Edward E. Gordon,2012-05-23 Skill Wars shows how to increase productivity and profits by making investments in human capital development It addresses the disparity between the available jobs and available workers By education and training only 20% of all American workers can fit well into our demanding high tech workplace How do we train the 80% Skill Wars defines the race between advanced technology investment and human resources investment and shows managers how to measure that

investment It introduces a Human Capital Scoreboard of seven new business management measurement tools including a more accurate calculation of ROI Return on Investment for employee performance improvement programs It also provides case studies of how quality training can deliver on more problem solving thinking skills It has a foreword by Joseph Boyett author of The Guru Guide and Workplace 2000 Skill Wars is a basic workplace performance primer that presents complex issues in a simple language and format that will move both business leaders and the American public to give their popular support There are few viable alternatives Gordon believes that Only at great peril can Americans continue to largely ignore the workplace as an important arena that helps structure learning for life

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