

The ART *of* WHAT WORKS

How Success Really Happens

WILLIAM DUGGAN

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The Art of what Works William Duggan, 2003 Publisher Description *The 15 Sins In Service Excellence* Raghunath V. Reddy, 2012-04-06

The 15 Sins in Manufacturing Excellence The Path To Overcome And Excel From the Authors desk To achieve excellence in their chosen field is a common dream of most professionals including those in the manufacturing and service fields But for most this remains a dream This is mainly because in today s competitive world few people are selfless enough to share their success formula with industry brethren and the corporate world at large for fear of losing out on their own position in the marketplace We have seen and heard of many fantastic ideas but unfortunately very few great implementations This book bridges that very gap between theory and execution The 15 Sins in Manufacturing Excellence The Path to Overcome and Excel is our Grand Recipe that has been meticulously developed based on our own learning cycle over many years of industry experience from grassroots to delivery of final end product and service We learned how where and when to apply what we felt worked best for companies and employees Through this book our intention is to just share with you our own humble yet challenging experiences that working life has taken us through This book rests in the premise that if you get your basics right follow the guidelines outlined herein and overcome the 15 sins enumerated you are bound to have a Holistic Systems Approach Roadmap of Proven Strategies for Growth Peak Performance and Consistently Improving Results with an added bonus of a checklist for your day to day operations You will achieve Excellence in your Manufacturing Operations and exceed your own expectations It s as simple as that It is a MUST read book for all whether you are a fresh graduate entering the real world at large or someone who is already working in the industry including inter alia Supervisors Team Leaders Monitors Executives managers Directors Vice Presidents presidents and even the COO or the CEO of the company in short it encompasses every employee working for or running the organization That s the implicit power of this book Thank you

The 15 Sins in Manufacturing Excellence Raghunath V. Reddy, 2012-04-05

The 15 Sins in Manufacturing Excellence The Path To Overcome And Excel From the Authors desk To achieve excellence in their chosen field is a common dream of most professionals including those in the manufacturing and service fields But for most this remains a dream This is mainly because in todays competitive world few people are selfless enough to share their success formula with industry brethren and the corporate world at large for fear of losing out on their own position in the marketplace We have seen and heard of many fantastic ideas but unfortunately very few great implementations This book bridges that very gap between theory and execution The 15 Sins in Manufacturing Excellence The Path to Overcome and Excel is our Grand Recipe that has been meticulously developed based on our own learning cycle over many years of industry experience from grassroots to delivery of final end product and service We learned how where and when to apply what we felt worked best for companies and employees Through this book our intention is to just share with you our own humble yet challenging experiences that working life has taken us through This book rests in the premise that if you get your basics right

follow the guidelines outlined herein and overcome the 15 sins enumerated you are bound to have a Holistic Systems Approach Roadmap of Proven Strategies for Growth Peak Performance and Consistently Improving Results with an added bonus of a checklist for your day to day operations You will achieve Excellence in your Manufacturing Operations and exceed your own expectations Its as simple as that It is a MUST read book for all whether you are a fresh graduate entering the real world at large or someone who is already working in the industry including inter alia Supervisors Team Leaders Monitors Executives managers Directors Vice Presidents presidents and even the COO or the CEO of the company in short it encompasses every employee working for or running the organization Thats the implicit power of this book Thank you

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The White Man's Burden William Easterly,2006-03-16 From one of the world s best known development economists an excoriating attack on the tragic hubris of the West s efforts to improve the lot of the so called developing world Brilliant at diagnosing the failings of Western intervention in the Third World BusinessWeek In his previous book The Elusive Quest for Growth William Easterly criticized the utter ineffectiveness of Western organizations to mitigate global poverty and he was promptly fired by his then employer the World Bank The White Man s Burden is his widely anticipated counterpunch a brilliant and blistering indictment of the West s economic policies for the world s poor Sometimes angry sometimes irreverent but always clear eyed and rigorous Easterly argues that we in the West need to face our own history of ineptitude and draw the proper conclusions especially at a time when the question of our ability to transplant Western institutions has become one of the most pressing issues we face

The CEO's Boss William M. Klepper,2019-01-08 The CEO s Boss originally published in 2010 is the definitive guide to a productive working relationship between corporate boards and CEOs Speaking to an era when company directors must monitor the actions and day to day operations of their CEO William M Klepper offers eight essential lessons to help boards operate more effectively in this bold and independent

role Since the publication of the first edition Klepper has continued to develop and apply its lessons for a variety of businesses and settings In this second edition Klepper renews the paradigm set forth in the first with new case studies of companies such as Wells Fargo BP Hewlett Packard and Procter Gamble Giving directors executives investors and stakeholders the tools to make crucial relationships work Klepper details the best techniques for selecting the right CEO establishing a working relationship and giving effective feedback He affirms the importance of the social contract between directors and their CEOs encourages directors to embrace their independence and teaches executives to value tough love He revisits the first edition s case studies and derives new insights from how these companies followed or failed to heed the book s precepts He also takes a close look at the predictions he made almost ten years ago providing new forecasts and integrating core knowledge to ensure that The CEO s Boss remains essential in our ever changing business landscape

The Wise Company Ikujiro Nonaka,Hirotaka Takeuchi,2019-09-13 High velocity change is the fundamental challenge facing companies today Few companies however are prepared to continuously innovate because they focus on the short term and do not emphasize the wisdom needed to make sure that their interests are aligned with those of society Practical wisdom is the bases of continuous innovation where companies ceaselessly and repeatedly creating new knowledge disseminating it throughout the organization and converting knowledge to action over time In The Wise Company legendary management experts Ikujiro Nonaka and Hirotaka Takeuchi highlight how various companies have confronted the challenge of rapid change to create new products and new ways of doing business that benefit employees consumers and society The key a relentless self renewal process where companies realize the future they envisions rather than only responding to changes in the environment Nonaka and Takeuchi argue that while knowledge creating companies focusing on tacit and explicit knowledge can generate innovation they cannot create it on a continuous and ongoing basis without having wisdom about human interactions and how they influence organizational structures and practices Companies that have resilience longevity and sustainability share a number of characteristics Nonaka and Takeuchi show Strategies are based on alignment of organizational and societal benefits Leaders grasp the core of any situation or problem quickly and intuitively comprehend the nature and meaning of people things and events But wise leadership is not enough wisdom must infuse the organization through informal as well as formal shared interactions and communications that focus on metaphors and stories that convey the essence and meaning of strategies and actions In short Nonaka and Takeuchi demonstrate how continuous innovation results from companies ceaselessly and repeatedly creating new knowledge disseminating knowledge throughout the organization and converting that knowledge to action The Wise Company presents a new model of knowledge creation and practice for the twenty first century

Value Creation Principles Bartley J. Madden,2020-06-23 PRAISE FOR VALUE CREATION PRINCIPLES In Value Creation Principles Madden introduces the Pragmatic Theory of the Firm that positions the firm as a system fueled by human capital innovation and at a deeper level imagination He challenges us to understand how

we know what we think we know in order to better discover faulty assumptions that often are camouflaged by language His knowledge building loop offers guideposts to design experiments and organize feedback to facilitate early adaptation to a changed environment and to avoid being mired in ways of thinking rooted in knowledge of what worked well in the past a context far different from the context of today His book explains a way of being that enables those who work for or invest in business firms to see beyond accounting silos and short term quarterly earnings and to focus on capabilities instrumental for creating long term future and sustainable value for the firm s stakeholders I can t recommend this astounding book enough especially given its deep and timely insights for our world today John Seely Brown former Chief Scientist for Xerox Corp and Director of its Palo Alto Research Center PARC co author with Ann Pendleton Jullian of Design Unbound Designing for Emergence in a White Water World In contrast to existing abstract theories of the firm Madden s pragmatic theory of the firm connects management s decisions in a practical way to a firm s life cycle and market valuation The book promotes a firm s knowledge building proficiency relative to competitors as the fundamental driver of a firm s long term performance which leads to insights about organizational capabilities intangible assets and excess shareholder returns Value Creation Principles is ideally suited to facilitate progress in the New Economy by opening up the process by which firms build knowledge and create value which is a needed step in revising how neoclassical economics treats the firm Tyler Cowen Professor of Economics George Mason University co author of the popular economics blog Marginal Revolution Bartley Madden rightfully points out that both textbook and more advanced economic theories of the firm fail to address the concerns of top management and boards of directors He offers a tantalizing pragmatic alternative that directly connects to quantitative changes in the firm s market value His framework gives recognition to the importance of intangible assets and his pragmatic approach is quite complementary to the Dynamic Capabilities framework that strategic managers implicitly and sometimes explicitly employ David J Teece Thomas W Tusher Professor in Global Business Faculty Director Tusher Center for the Management of Intellectual Capital Haas School of Business University of California Berkeley

Strategic Intuition

William Duggan, 2013-06-18 How Aha really happens When do you get your best ideas You probably answer At night or In the shower or Stuck in traffic You get a flash of insight Things come together in your mind You connect the dots You say to yourself Aha I see what to do Brain science now reveals how these flashes of insight happen It s a special form of intuition We call it strategic intuition because it gives you an idea for action a strategy Brain science tells us there are three kinds of intuition ordinary expert and strategic Ordinary intuition is just a feeling a gut instinct Expert intuition is snap judgments when you instantly recognize something familiar the way a tennis pro knows where the ball will go from the arc and speed of the opponent s racket Malcolm Gladwell wrote about this kind of intuition in Blink The third kind strategic intuition is not a vague feeling like ordinary intuition Strategic intuition is a clear thought And it s not fast like expert intuition It s slow That flash of insight you had last night might solve a problem that s been on your mind for a month And it doesn t happen in

familiar situations like a tennis match Strategic intuition works in new situations That s when you need it most Everyone knows you need creative thinking or entrepreneurial thinking or innovative thinking or strategic thinking to succeed in the modern world All these kinds of thinking happen through flashes of insight strategic intuition And now that we know how it works you can learn to do it better That s what this book is about Over the past ten years William Duggan has conducted pioneering research on strategic intuition and for the past three years has taught a popular course at Columbia Business School on the subject He now gives us this eye opening book that shows how strategic intuition lies at the heart of great achievements throughout human history the scientific and computer revolutions women s suffrage the civil rights movement modern art microfinance in poor countries and more Considering the achievements of people and organizations from Bill Gates to Google Copernicus to Martin Luther King Picasso to Patton you ll never think the same way about strategy again Three kinds of strategic ideas apply to human achievement Strategic analysis where you study the situation you face Strategic intuition where you get a creative idea for what to do Strategic planning where you work out the details of how to do it There is no shortage of books about strategic analysis and strategic planning This new book by William Duggan is the first full treatment of strategic intuition It s the missing piece of the strategy puzzle that makes essential reading for anyone interested in achieving more in any field of human endeavor

Reinventing Foreign Aid William R. Easterly, 2008-05-09 Top experts in the field discuss how to improve the effectiveness of foreign aid proposing practical solutions to specific problems rather than a utopian master plan The urgency of reducing poverty in the developing world has been the subject of a public campaign by such unlikely policy experts as George Clooney Alicia Keyes Elton John Angelina Jolie and Bono And yet accompanying the call for more foreign aid is an almost universal discontent with the effectiveness of the existing aid system In Reinventing Foreign Aid development expert William Easterly has gathered top scholars in the field to discuss how to improve foreign aid These authors Easterly points out are not claiming that their ideas will to invoke a current slogan Make Poverty History Rather they take on specific problems and propose some hard headed solutions Easterly himself in an expansive and impassioned introductory chapter makes a case for the searchers who explore solutions by trial and error and learn from feedback over the planners who throw an endless supply of resources at a big goal as the most likely to reduce poverty Other writers look at scientific evaluation of aid projects including randomized trials and describe projects found to be cost effective including vaccine delivery and HIV education consider how to deal with the government of the recipient state work through it or bypass a possibly dysfunctional government examine the roles of the International Monetary Fund a de facto aid provider and the World Bank and analyze some new and innovative proposals for distributing aid Contributors Abhijit Banerjee Nancy Birdsall Craig Burnside Esther Duflo Domenico Fanizza William Easterly Ruimin He Kurt Hoffman Stephen Knack Michael Kremer Mari Kuraishi Ruth Levine Bertin Martens John McMillan Edward Miguel Jonathan Morduch Todd Moss Gunilla Pettersson Lant Pritchett Steven Radelet Aminur Rahman Ritva Reinikka Jakob Svensson Nicolas van de

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