



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

By Leonard R. Sayles

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...



[READ ONLINE](#)

Reviews

A brand new e-book with a new viewpoint. I actually have read and so i am certain that i am going to gonna read again once more later on. I am quickly could get a pleasure of studying a published ebook.

-- **Anastasia Kerluke**

Basically no phrases to spell out. It is actually rally interesting through studying time. You can expect to like just how the article writer create this publication.

-- **Braden Leannon**