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Bateman/Snell 'results-oriented approach is a unique hallmark of this textbook. In this ever more competitive environment there are five essential types of performance, on which the organization beats, equals, or loses to the competition which are cost, quality, speed, innovation, service and sustainability. These six performance dimensions, when done well, deliver value to the customer and competitive advantage to you and your organization. Throughout the text Bateman & Snell remind students of these five dimensions and their impact on the "bottom line" with marginal icons contributing to the leadership and collaboration theme, which is the key to successful management. People working with one another, rather than against, is essential to competitive advantage.

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"Welcome to our 14th edition! Thank you to everyone who has used and learned from previous editions. We are proud to present to you our best-ever edition. Our mission with this text is to inform, instruct, and inspire. We hope to inform by providing descriptions of the important concepts and practices of modern management. We hope to instruct by describing how you can identify options, make decisions, and take effective action. We hope to inspire not only by writing in an interesting way but also by providing a real sense of the challenges and fascinating opportunities ahead of you. Whether your goal is starting your own company, leading a team to greatness, building a strong organization, delighting your customers, or generally forging a positive and sustainable future, we want to inspire you to take meaningful action"--

Bateman and Snell have consistently discussed and explained the traditional, functional approach to management through planning (delivering strategic value), organizing (building a dynamic organization), leading (mobilizing people), and controlling (learning and changing). Management: Leading & Collaborating in a Competitive World retains its series of "firsts": first to have a chapter on diversity, first to devote a section to the natural environment, and first to relate a "bricks and clicks" theme to explain the challenges of managing in a New Economy. This new edition is no exception with an emphasis on leadership and collaboration as a means to success. To survive competition and thrive in today 's world, you must perform in ways that give you an edge over your competitors. Four essential performance dimensions- cost, quality, speed, and innovation -when well done, deliver value to the customer and competitive advantage to students and their employers. In the new Seventh Edition of Management: Leading & Collaborating in the Competitive World, Bateman and Snell go a step further to discuss the advantages of leadership and collaboration as two essential means to these four "bottom line" practices that successful managers and companies must deliver to their customers. This leadership and collaboration theme is the key to

successful management. People working with one another, rather than against, is essential to competitive advantage. By reinforcing these new business practices in context with the functional approaches, the authors deliver a unique theme among all principles of management texts- how to manage, lead, and collaborate in ways that deliver results.

A plan for conquering collaborative overload to drive performance and innovation, reduce burnout, and enhance well-being. Most organizations have created always-on work contexts that are burning people out and hurting performance rather than delivering productivity, innovation and engagement. Collaborative work consumes 85% of employees' time and is drifting earlier into the morning, later into the night, and deeper into the weekend. The dilemma is that we all need to collaborate more to create effective organizations and vibrant careers for ourselves. But conventional wisdom on teamwork and collaboration has created too much of the wrong kind of collaboration, which hurts our performance, health and overall well-being. In Beyond Collaboration Overload, Babson professor Rob Cross solves this paradox by showing how top performers who thrive at work collaborate in a more purposeful way that makes them 18-24% more efficient than their peers. Good collaborators are distinguished by the efficiency and intentionality of their collaboration—not the size of their network or the length of their workday. Through landmark research with more than 300 organizations, in-depth stories, and tools, Beyond Collaboration Overload will coach you to reclaim close to a day a week when you: Identify and challenge beliefs that lead you to collaborate too quickly Impose structure in your work to prevent unproductive collaboration Alter behaviors to create more efficient collaboration It then outlines how successful people invest this reclaimed time to: Cultivate a broad network—not a big one—for innovation and scale Energize others—a strong predictor of high performance Connect with others to reduce micro-stressors and enhance physical and mental well-being Cross' framework provides relief from the definitive problem of our age—dysfunctional collaboration at the expense of our performance, health and overall well-being.

This book begins by describing the changing role of today's managers and then outlines the key steps to building their influence. Identifying the various stakeholders - those who might be affected by their solutions or who can partner to create outcomes and then focusing on building lasting relationships rather than on single transactions is

This practical book explores the key issues and factors which influence the workings

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