

Chapter 1 : Harvard Business Review Bibliography A-E

Publication Date: January 01, Harvard Business Review publishes new and authoritative ideas for improving the practice of management. Written by leading business thinkers and executives, HBR.

Jim has written many teaching cases and other curriculum materials and designed leadership and ethics classes taught to thousands of students of all ages around the world in degree and non-degree formats. This research, as well as his consulting experiences, has been conducted across a variety of global high-technology and service-oriented industries as well as public sector institutions, including K education. Can your employees really speak freely? Harvard Business Review, January-February: Who gets credit for input? Demographic and structural status cues in voice recognition. Journal of Applied Psychology, 6: Get the boss to buy in. Can the effects of self-interest be mitigated? Journal of Business Ethics 2: Ethical infrastructures and moral disengagement in organizations. Organizational Psychology Review, 4 4: Voice flows to and around leaders: Is more always better for unit performance? Administrative Science Quarterly, 58 4: When does voice lead to exit? It depends on leadership. Academy of Management Journal, 56 2: Speaking up versus being heard: The disagreement around and outcomes of employee voice. Organization Science, 24 1: Why employees do bad things: Moral disengagement and unethical organizational behavior. This paper received the following recognition in An emerging understanding of self-censorship at work. Academy of Management Journal, 54 3: This paper received the following two recognitions in Debunking four myths about employee silence. Harvard Business Review, June: Speaking up to higher ups: How supervisors and skip-level leaders influence employee voice. Organization Science, 21 1: Psychological, social, and evolutionary drivers of voice behavior at work. Research in Organizational Behavior, The mediating effects of psychological attachment and detachment on voice. Journal of Applied Psychology, 93 4: Values, interests and the capacity to act: Journal of Applied Behavioral Science, 44 2: Moral disengagement in ethical decision making: A study of antecedents and outcomes. Journal of Applied Psychology, 93 2: Leadership behavior and employee voice: Is the door really open? Academy of Management Journal, 50 4: Why employees are afraid to speak up. Harvard Business Review, May: Managerial modes of influence and counterproductivity in organizations: A longitudinal business-unit-level investigation. Journal of Applied Psychology, 92 4: The measurement of quality management culture in schools: Journal of Operations Management, A framework for linking culture and improvement initiatives in organizations. Academy of Management Review, 25 4: A culture framework for education: Defining quality values and their impact in U. School Effectiveness and School Improvement, 12 2: Organizing for School Change: Contexts of Learning, Chapter An instrument for measuring quality practices in education. Quality Management Journal, 7 3: Total Quality Management in U. Evidence from the field. Journal of School Leadership, 10 2:

Chapter 2 : Harvard Business School - Wikipedia

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How to market in a downturn. Harvard Business Review April: What to do for a struggling colleague? Harvard Business Review May: Entering the fundamental state of leadership. Creating a purpose-driven organization. Envision an inspired workforce, discover the purpose, recognize the need of authenticity, turn the authentic message into a constant message, stimulate individual learning, turn midlevel managers into purpose-driven leaders, connect the people to the purpose, and unleash the positive energizers. Creating a purpose-driven organization: War planning and industrial mobilization. Harvard Business Review October: How to identify your enemies before they destroy you. Harvard Business Review November: A tool to distinguish signal from noise. Harvard Business Review June: Do you thank the taxpayer for your bailout? Why conglomerates thrive Outside the U. Harvard Business Review December: The global brand face-off. Harvard Business Review July-August: How the global slowdown is reshaping competition from emerging markets. Why "fair value" is the rule. Harvard Business Review March: Is a promotion worth hiding who you are? Building the co-creative enterprise. The co-creation approach to process and product design attempts to serve the interest of all stakeholders and focuses on their experiences and how they interact with each other. The truth about CSR. Firms must develop coherent corporate social responsibility strategies. Segmenting the base of the pyramid. Why sustainability is now the key driver of innovation. Harvard Business Review September: Selecting strategies that create shareholder value. Do not manage earnings or provide earnings guidance, 2. Make strategic decisions that maximize expected value, even at the expense of lowering near-term earnings, 3. Make acquisitions that maximize expected value, even at the expense of lowering near-term earnings, 4. Carry only assets that maximize value, 5. Return cash to shareholders when there are no credible value-creating opportunities to invest in the business, 6. Reward CEOs and other senior executives for delivering superior long-term returns, 7. Reward operating-unit executives for adding superior multiyear value, 8. Reward middle managers and frontline employees for delivering superior performance on the key value drivers that they influence directly, 9. Require senior executives to bear the risks of ownership just as shareholders do, Provide investors with value-relevant information. Leadership lesson from the Chilean mine rescue. The truth about customer experience. Three rules for making a company really great. Briefly the idea is to compete on the basis of differences other than price, make increasing revenue a priority over reducing costs, and change anything that prevents you from following those two rules. Making yours a winner will require the right people - and, increasingly, machines - on the front lines. How to grow great leaders. The power of collective ambition. Make your company a talent factory. Are you a high potential? Winning the race for talent in emerging markets. Building a game-changing talent strategy. Courage as a skill. Harvard Business Review January: Measuring investment center performance. Harvard Business Review May-June: The new competitive advantage. Your strategy needs a strategy. How Alibaba uses algorithmic thinking to constantly reinvent itself. The biology of corporate survival: Natural ecosystems hold surprising lessons for business. Government in your business. The one number you need to grow. What your customers tell their friends about you. Quality comes to services. Harvard Business Review September-October: Managing the high intensity workplace. How to sell services more profitably. Bringing the environment down to earth. How would you save this farm? Lessons from the U. The mismanagement of customer loyalty. Harvard Business Review July: When a turnaround stalls. Harvard Business Review February: Profitability index for investments. Harvard Business Review July-August: Making dumb groups smarter. Seize advantage in a downturn. Managing 21st-century political risk. Business policing itself through better business bureaus. Do business and politics mix? The organization of the copper market. Investments of banks and insurance companies. Changes in financial structure, and financing operations of railroads, since What ever happened to accountability: The

appraisal of labor "efficiency". Structural features of shop-committee plans. The future of shopping: Successful companies will engage customers through "omnichannel" retailing: Companies need to fuse the digital and physical experiences to allow customers to easily move between the two. Now some companies are reaping strong returns on their CRM investments. Localization the revolution in consumer markets. Avoid the four perils of CRM. How to go from a few teams to hundreds. Innovation in turbulent times. Material control in the ship-building industry. The problem of railway terminal operation. Should you launch a fighter brand?

Chapter 3 : Harvard Business Review Torrents - Torlock

Rob Cross is the Edward A. Madden Professor of Global Leadership at Babson College and a coauthor of The Hidden Power of Social Networks (Harvard Business Review Press,).

Harvard Business Review January-February: Where oil-rich nations are placing their bets. Harvard Business Review September: Limits to the learning curve. The new industrial competition. Harvard Business Review September-October: These authors discuss how Japanese and European competition has affected U. Using autos as an example they attribute Japanese success to superiority in manufacturing processes and work force management. Harvard Business Review July-August: Harvard Business Review March: Railway grouping in England. Harvard Business Review July: Even women think men are more creative. Harvard Business Review December: The end of solution sales. Dismantling the sales machine. Harvard Business Review November: Building a collaborative enterprise. Match your innovation strategy to your innovation ecosystem. Harvard Business Review April: Right tech, wrong time: How to make sure your ecosystem is ready for the newest technologies. The CEO of Kronos on launching an unlimited vacation policy. Business basics at the base of the pyramid. Harvard Business Review June: The CEO of Zoetis on how he prepared for the top job. Commercial fairs and expositions. Do customer communities pay off? Make information services pay its own way. Seeing the "health care costs. Harvard Business Review February: Four strategies for the age of smart services. Harvard Business Review October: Four basic business models for companies that embrace smart services: The embedded innovator, the solutionist, the aggregator, and the synergist. The B2B elements of value. The B2B elements of value: The elements of value: Measuring - and delivering - what consumers really want. When combined optimally, they will increase customer loyalty and revenue growth. How to kill creativity: Or, if you want to spark innovation, rethink how you motivate, reward, and assign work to people. Creativity and the role of the leader. Understanding the subtext of business performance. Harvard Business Review May: The power of small wins. How Do You Motivate Employees? People are most satisfied with their jobs and therefore most motivated when those jobs give them the opportunity to experience achievement. How do you motivate employees? Harvard Business Review January: Creativity under the gun. Harvard Business Review August: How market smarts can protect property rights. Six market strategies for protecting intellectual property. What everyone gets wrong about change management. In praise of the incomplete leader. Mental tools to help you master new skills. How to give a killer presentation. Mind your pricing cues. The effectiveness of sale signs, prices that end in 9, signpost items, and pricing guarantees. How right should the customer be? A step-by-step guide to smart business experiments. Escaping the discount trap. Customer value propositions in business markets. How we did it The Federal Reserve System in its relation to inflation and deflation. Provisions of industrial preferred stocks. The learning curve as a production tool. Three approaches to innovation: Integrator - Manage all the steps to generate profits from an idea; Orchestrator - Focus on some steps and link with partners to perform the rest; and Licensor - License the innovation to another company to take it to market. Harvard Business Review January-February. Build an innovation engine in 90 days. The new corporate garage. The fourth era of innovation. Mapping your innovation strategy. Transforming yourself into the person others want to follow. The new improved keiretsu. What every leader should know about real estate. New business with the new military. Forget viral marketing - Make the product itself viral. Teaching smart people how to learn. Harvard Business Review May-June: The end of rational economics. When your contract manufacturer becomes your competitor. Increasing returns and the new world of business. Do your business units create shareholder value? Get the boss to buy in. Learn to sell your ideas up the chain of command. An acquisition can help you develop your top talent. Uncovering hidden value in a midsize manufacturing company. Realizing the promise of personalized medicine. The myth of secure computing. Neurodiversity as a competitive advantage. How do you compete with a Goliath? Unlock the mysteries of your customer relationships. Target the right market. A new game plan for C players. The CEO of Popeyes on

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itself as more than just a provider of insulin. Finally, it demonstrated its local commitment by building production sites and an R&D center in China.

Chapter 7 : James R. Detert

Harvard Business Review, January-February James R. Detert and Ethan R. Burriss, Harvard Business Review; Can Your Employees Really Speak Freely? "Leaders use a variety of tools to get people to speak up, like "climate" surveys and all-staff feedback sessions.

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