



Management (Explore Our New Management 1st Editions)

By Ranjay Gulati, Anthony J. Mayo, Nitin Nohria

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How are leaders successfully managing competitive companies in the 21st Century? Gulati/Mayo/Nohria's **MANAGEMENT**, 1E, by award-winning instructors and prominent Harvard business experts, addresses the many integrated facets in answering this key question to help you effectively prepare for successful leadership now and in the future. As a manager, you will be confronted with challenges and opportunities that are more dynamic and complex than ever before. As a leader in any business role, you need to understand how to harness technological advances, manage and lead a dispersed and diverse workforce, anticipate and react to constant competitive and geopolitical change and uncertainty, compete on a global scale, and operate in a socially responsible and accountable manner. Gulati/Mayo/Nohria's **MANAGEMENT**, 1E demonstrates the mutual interconnectivity between three key facets of management: strategic positioning, organizational design, and individual leadership. The book presents management from a tangible, integrated, and current perspective, teaching you to visualize how strategy informs leadership and how leaders influence strategic positioning and, ultimately, manage performance. Available with InfoTrac Student Collections
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Editorial Review

Review

"Good coverage of topics, clearly defined sections, exercises do a good job relating subject matter to real-world experiences." "Topics are reinforced with good detail and text uses well-known companies/cases to apply topics." "Text provides detail on all subjects without going too far in depth that it loses the reader's attention."

"Overall, the chapter is well-organized, educational, and stimulating. Excellent use of definitions, diagrams, and examples." "Real companies with real problems and real challenges helps make it easier to put things into perspective."

"I think it is good to read about companies that have had success (or failure) and relate them back to the appropriate content of the chapter. "Real world" examples and experience are far more effective than just reading text and concepts."

"Not only did the majority of this material help with course requirements, but it was also interesting to think about examples from my personal experiences to relate them to various topics discussed."

About the Author

Dr. Gulati is Jaime and Josefina Chua Tiampo Professor at the Harvard Business School. An expert on leadership, strategy, and organizational issues in firms today, his recent work explores leadership and strategic challenges for building high growth organizations in turbulent markets. Prior work has focused on the enablers and implications of within-firm and inter-firm collaboration. Dr. Gulati has examined both when and how firms should leverage greater connectivity within and across their boundaries to enhance performance. Dr. Gulati teaches courses in Harvard Business School's MBA, AMP, and Executive Education programs. He has directed several executive programs on topics such as Building and Leading Customer Centric Organizations, Managing Customer Relationships, Managing Strategic Alliances, Mergers & Acquisitions, and Sustaining Competitive Advantage in Turbulent Markets. He is also active in custom executive education. He has received numerous awards for his teaching, including the Best Professor Award for his teaching in the MBA and executive MBA programs at the Kellogg School, where he was on the faculty prior to coming to Harvard. Dr. Gulati has been a frequent guest on CNBC and has been a panelist for series on the Business of Innovation, Collaboration, and Leadership Vision. He holds a Ph.D. from Harvard University, a Master's Degree in Management from M.I.T.'s Sloan School of Management, and two Bachelor's Degrees in Computer Science and Economics from Washington State University and St. Stephens College, New Delhi, respectively. He lives in Newton, Massachusetts with his wife Anuradha and their two children, Varoun and Shivani.

Dr. Anthony Mayo is the Thomas S. Murphy Senior Lecturer of Business Administration in the Organizational Behavior Unit of Harvard Business School. He teaches FIELD (Field Immersion and Experiential Leadership Development), a new required experiential, field-based course in the first year of the MBA Program. Previously, he co-created and taught the course "Great Business Leaders: The Importance of Contextual Intelligence". Dr. Mayo also teaches extensively in leadership-based executive education programs. He co-authored *In Their Time: The Greatest Business Leaders of the 20th Century*, which has been translated into five languages and two corresponding books in the series that profile business leaders. These books are derived from the development of the Great American Business Leaders database that co-

authors Dr. Nohria and Dr. Mayo created. Dr. Mayo also serves as the director of the HBS Leadership Initiative, an interdisciplinary center that serves as a catalyst for cutting-edge research and course development on leaders and leadership. As director, Dr. Mayo oversees comprehensive research projects on emerging, global, and legacy leadership and manages a number of executive education programs on leadership development. He co-created the High Potentials Leadership Development and the Leadership Best Practices programs and has been a principal contributor to a number of custom leadership development programs. He designed and currently oversees the executive coaching component of Harvard Business School's Program for Leadership Development. Dr. Mayo completed his MBA from Harvard Business School and received his bachelor's degree, summa cum laude, from Boston College. He lives in Needham, MA with his wife, Denise, and their three children, Hannah, Alex, and Jacob.

Dr. Nitin Nohria serves as the 10th dean of Harvard Business School. He previously served as co-chair of the Leadership Initiative, Senior Associate Dean of Faculty Development, and head of the Organizational Behavior unit. His intellectual interests center on human motivation, leadership, corporate transformation and accountability, and sustainable economic and human performance. A prolific author, Dr. Nohria has co-authored or co-edited 16 books, including a recent Handbook Of Leadership Theory and Practice, a compendium dedicated to advancing research on leadership. He also recently co-authored a book chronicling how leaders from various backgrounds rose to power in American businesses, which joins two others in the series that detail the greatest business leaders in the 20th century and offers historic leadership profiles. In addition, he recently collaborated to develop a video designed to generate discussion of the value and importance of leadership in addressing some of society's most pressing problems. He also co-launched a Harvard Business Review six-week blog on how leadership might look in the future. Dean Nohria has taught courses across Harvard Business School's MBA, Ph.D., and Executive Education programs. He also served as a visiting faculty member at the London Business School in 1996. Prior to joining the Harvard Business School faculty in July 1988, Dr. Nohria received his Ph.D. in Management from the Sloan School of Management, Massachusetts Institute of Technology, and a B. Tech. in Chemical Engineering from the Indian Institute of Technology, Bombay (which honored him as a Distinguished Alumnus in 2007). He and his wife live in the Boston area with their two daughters.

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