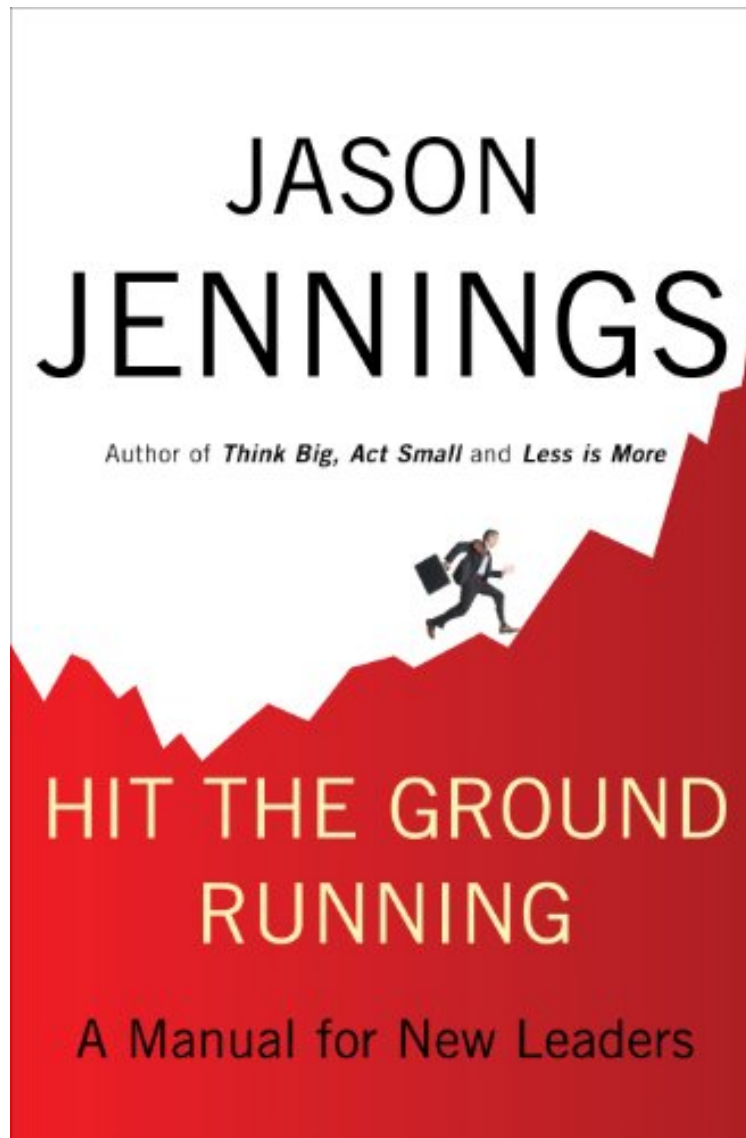


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Hit the Ground Running: A Manual for New Leaders

Jason Jennings

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Jason Jennings : Hit the Ground Running: A Manual for New Leaders before purchasing it in order to gauge whether or not it would be worth my time, and all praised Hit the Ground Running: A Manual for New Leaders:

1 of 1 people found the following review helpful. What do the best performing CEOs do? By Cameron Jason Jennings interviewed what he terms "America's Best Performing CEOs" - those who doubled revenue, tripled earnings per share, and doubled profit margins from when they took over the reins. This book draws on the wisdom of these CEOs, also providing lessons for the traits they developed along the way that are applicable to those of us who are not CEOs. Might be best if I simply state what's covered. Topics covered are:- Managing The Team- Learning from Others-

Team Dynamics- Comportment- Leadership- Additional Philosophies such as: * Listen to your clients * Hire for enthusiasm/willingness to get the job done * Cultivate talent * Keep big objective in mind; be ready to modify as conditions change

Good wisdom, even if you aren't the CEO, but are a manager. 0 of 0 people found the following review helpful. Something to Believe In By Vince Thompson

Hit the Ground Running: A Manual for New Leaders

In these times, when so many corporate wrong-doings are exposed, it is hard to hear about CEO's and their success without a healthy dose of cynicism. At the same time it kills me when I meet a young person who thinks you've got bend the rules and cheat the system to get ahead. If you are one who still believes in doing the right thing, no matter what, Jennings book will provide the hard evidence you need to support your case. With his accomplished research team (author Laurence Haughton and others) Jennings introduces you to the key drivers of success. You'll be surprised, you'll be inspired and your belief in the good in others will be reaffirmed. Buy it, read it and share it. 0 of 0 people found the following review helpful. A well written and insightful peek under the covers of the leaders who shape today's business world

By gfragen

Jason has done it again! This book is a must read for today's leaders. The stakes have never been higher for leaders to make the right decisions at the right times. Success leaves clues and Jason has done the business world a great service by assembling the most powerful clues into a single resource that any leader; no matter their rank in a company; can use to better themselves, better their employees, and better their companies. I'm so impressed with this book, that I've already purchased additional copies to give to friends in leadership roles. This book belongs in every leaders reference library.

Want to compete with the best of the best? Then hit the ground running. Here's how. The toughest job in business is taking over as a new leader. You have to quickly assess the situation, pull together a strong team, decide on a strategy, and inspire everyone to execute it. The stakes for new leaders are even higher. Whether you've been brought on to fix something that's broken, launch a product, move the company in a new direction, or head up a division, every new leader is under the gun to get up to speed and begin producing strong numbers? ASAP. In Hit the Ground Running, Jason Jennings introduces us to America's best performing new CEOs who pulled off the most impressive transformations of the decade. They doubled revenues, more than tripled earnings per share, and doubled their company's net profit margins. After interviewing and analyzing the stories of these top leaders, Jennings delivers their hard-earned, battle-tested strategies, which will inspire any new leader to take the helm and start delivering. When Richard and Tim Smucker were appointed co-CEOs of The J. M. Smucker Company, they shared their strategy with everyone and got them on board with their mission. Since then, Smucker's went on to dominate the markets and bring in billions of dollars of new business. Mike McCallister, the CEO of a twenty-billion-dollar health-services giant, decided to stop pretending and publicly admit that health insurance is broken. Humana began to replace a crippled, complex, and confusing system with one that works and has more than tripled revenues, earnings, and share price since McCallister took over. By processing change in bite-size pieces, Jeffrey Lorberbaum led Mohawk Industries through twenty successful acquisitions and turned his family's carpet-making business into the largest flooring company in the world. Filled with engaging stories and lessons from the cream of the crop, Hit the Ground Running will help new leaders at every level balance short- and long-term goals as well as the needs of shareholders, employees, customers, and the community.

From Publishers Weekly

At a tumultuous time in business, this book makes a smart appeal to the new generation of leaders. Though his research comes from a pre-crash environment, business writer Jennings (Less is More) derives rules from interviews with 10 highly successful CEOs based in solid, honest values like simplification, communication and cooperation: "don't deceive yourself," "ask for help," "cultivate a sense of urgency," etc. Unfortunately, Jennings's chatty delivery focuses more on anecdotes than points and strategies. Chapter four, "Find, Keep and Grow the Right People," offers useful background on Staples but buries the nut: "People don't quit teams; they only quit organizations... Staples CEO Ron Sargent has mastered the art of turning an organization into a team." Team-developing strategies (promoting from within, making "everyone an owner," prioritizing diversity) are examined only briefly. Rule eight, "Be accountable," is represented well in Goodrich's "top-to-bottom accountability," but gets weighed down in clumsy metaphors like, "I'm convinced that if you stop and take a deep breath, all companies have a smell." Though it isn't an MBA-level tome, this volume's affable approach might work for those new to business books or for befuddled managers with time to spare. Copyright copy; Reed Business Information, a division of Reed Elsevier Inc. All rights reserved. "A great read and a fantastic book filled with powerful information for anyone who wants to lead"; Roger Staubach, executive chairman, Americas, Jones Lang LaSalle; Hall of Fame quarterback of the Dallas Cowboys "Even though this is a practical management book, it reads with the speed of a series of short mystery novels.... These real-life stories make it clear that any leader can be successful if he or she is willing to step up and do the essentials necessary to guide the organization to significant and sustainable results."; Dan Coughlin, President, The Coughlin Company "I read Hit the Ground Running from cover to cover. It is a great read and one of the most interesting and useful business books I have ever read."; Jim Goodnight, CEO, SAS Institute "Hit the Ground Running proves that good guys can and do finish first when they

provide value-centered leadership that places the needs of customers, employees, and shareholders before the needs-- or ego--of the CEO. A great read for any aspiring leader. rdquo; mdash; Kevin L. Robert, CEO, Wolters Kluwer Tax and Accounting ldquo; Hit the Ground Running boils down the experience of ten successful new CEOs. The result is a list of rules any leadermdash; new or seasonedmdash; can live by. rdquo; mdash; Mike Koehler, president and CEO, Teradata Corporation ldquo; Jason has hit the mark again! The journey of each CEO reminds me of my favorite Bible verse about business, ldquo; The rewards of humility and fear of the Lord are riches, honor, and life. rdquo; mdash; Larry P. Ferguson, chairman and CEO, Schreiber Foods About the Author Jason Jennings is the bestselling author of three highly acclaimed leadership and management booksmdash; Think Big, Act Small; Less Is More; and Itsquo; s Not the Big That Eat the Small . . . Itsquo; s the Fast That Eat the Slow. USA Today calls him one of the three most in-demand business speakers in the world