

Harvard Business Essentials

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Harvard business essentials entrepreneur's toolkit : tools and techniques to launch and grow your new business. This edition published in 2005 by Harvard Business School Press in Boston.

Effective communication is a vital skill for everyone in business today. Great communicators have a distinct advantage in building influence and jumpstarting their careers. This practical guide offers readers a clear and comprehensive overview on how to communicate effectively for every business situation, from sensitive feedback to employees to persuasive communications for customers. It offers advice for improving writing skills, oral presentations, and one-on-one dealings with others. Contents include: Understanding the optimal "medium" to present information Learning the best timing to deliver a message Delivering an effective presentation Drafting proposals Writing effective e-mails Improving self-editing skills Plus, readers can access free interactive tools on the Harvard Business Essentials companion web site. Series Adviser: Mary Munter Professor Mary Munter has taught management communication for over twenty-five years, for seven years at the Stanford Graduate School of Business and since 1983 at the Tuck School of Business at Dartmouth. Professor Munter is considered one of the leaders in the management communication field. Among her publications isGuide to Managerial Communication-recently published in its sixth edition and named "one of the five best business books" by the Wall Street Journal. She has also published many other articles and books and consulted with over ninety corporate and not-for-profit clients. Harvard Business Essentials The Reliable Source for Busy Managers The Harvard Business Essentials series is designed to provide comprehensive advice, personal coaching, background information, and guidance on the most relevant topics in business. Drawing on rich content from Harvard Business School Publishing and other sources, these concise guides are carefully crafted to provide a highly practical resource for readers with all levels of experience. To assure quality and accuracy, each volume is closely reviewed by a specialized content adviser from a world class business school. Whether you are a new manager interested in expanding your skills or an experienced executive looking for a personal resource, these solution-oriented books offer reliable answers at your fingertips.

The New Manager's Guide and Mentor The Harvard Business Essentials series is designed to provide comprehensive advice, personal coaching, background information, and guidance on the most relevant topics in business. Whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base, these solution-oriented books put reliable answers at your fingertips. Decision making is a critical part of management, and bad choices can damage careers and the bottom line. This book offers the tools and advice managers need to avoid common biases and arrive at and implement decisions that are both sound and ethical.

Decision making is a critical part of management, and bad choices can damage careers and the bottom line. This book offers the tools and advice managers need to avoid common biases and arrive at and implement decisions that are both sound and ethical. The Harvard Business Essentials series provides comprehensive advice, personal coaching, background information, and guidance on the most relevant topics in business. Whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base, these solution-oriented books put reliable answers at your fingertips.

Managing Projects Large and Small: The Fundamental Skills for Delivering on Cost and On Time When it comes to project management, success lies in the details. This book walks managers through every step of project oversight from start to finish. Thanks to the book's comprehensive information on everything from planning and budgeting to team building and after-project reviews, managers will master the discipline and skills they need to achieve stellar results without wasting time and money. The Harvard Business Essentials series is for managers at all levels but is especially relevant for new managers. It offers on-the-spot guidance, coaching, and tools on the most relevant topics in business. Each book includes the critical information that managers need on a given topic--from budgeting to hiring to communication to strategy--and offers interactive tools and worksheets that translate advice into action. Providing ready answers to day-to-day issues, these guides make sound, trusted mentoring advice available whenever managers need it. Other Books in the HBE Series: Managing Change and Transition Hiring and Keeping the Best People Finance for Managers Business Communications Innovation Negotiation

Time is the one thing no manager has enough of. Through goal setting, prioritizing, delegation, and other proven techniques, this guide helps managers maximize their personal productivity within and their impact on their organizations. The Harvard Business Essentials series provides comprehensive advice, personal coaching, background information, and guidance on the most relevant topics in business. Whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base, these solution-oriented books put reliable answers at your fingertips.

Manager's Toolkit: The 13 Skills Managers Need to Succeed Zeroing in on the specific skills that make great managers stand out from the pack, this comprehensive guide is both an essential primer for new managers and a valuable resource for seasoned executives. From hiring and retaining good people to motivating and developing team members, from understanding key financial statements to delegating work effectively, and from setting goals for others to managing your own career, this actionable guide walks readers through every aspect of managing in a complex business world. Filled with practical tools and tips, this essential toolkit will help managers to stay at the top of their game. The Harvard Business Essentialseries is for managers at all levels but is especially relevant for new managers. It offers on-the-spot guidance, coaching, and tools on the most relevant topics in business. Each book includes the critical information that managers need on a given topic--from budgeting to hiring to communication to strategy--and offers interactive tools and worksheets that translate advice into action. Providing ready answers to day-to-day issues, these guides make sound, trusted mentoring advice available whenever managers need it. Other Books in the HBE Series: Managing Change and Transition Hiring and Keeping the Best People Finance for Managers Business Communications Innovation Negotiation

Packed with hands-on tips and tools, this authoritative guide offers managersa clear understanding of how to hire more effectively and increase retention.208 pp.

Offering insight into the manager's role in sparking creativity & innovation in the organization, this text discusses the most effective methods for bringing innovations to market.

[This text] shows readers how to: target high-potential customer segments; size up competitors; allocate marketing resources wisely; develop and execute effective marketing plans. -Back cover.

Strategic execution drives business success. This book covers strategy from the ground up, explaining what strategy is, how to put together a strategic plan, what tools and resources are necessary to execute it, and how to measure results. The Harvard Business Essentials series is designed to provide comprehensive advice, personal coaching, background information, and guidance on the most relevant topics in business. Whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base, these solution-oriented books put reliable answers at your fingertips.