

Executive

Bruce R. Ellig

Executive Presence Sylvia Ann Hewlett,2014-06-03 Are you “leadership material?” More importantly, do others perceive you to be? Sylvia Ann Hewlett, a noted expert on workplace power and influence, shows you how to identify and embody the Executive Presence (EP) that you need to succeed. You can have the experience and qualifications of a leader, but without executive presence, you won't advance. EP is an amalgam of qualities that true leaders exude, a presence that telegraphs you're in charge or deserve to be. Articulating those qualities isn't easy, however. Based on a nationwide survey of college graduates working across a range of sectors and occupations, Sylvia Hewlett and the Center for Talent Innovation discovered that EP is a dynamic, cohesive mix of appearance, communication, and gravitas. While these elements are not equal, to have true EP, you must know how to use all of them to your advantage. Filled with eye-opening insights, analysis, and practical advice for both men and women, mixed with illustrative examples from executives learning to use the EP, Executive Presence will help you make the leap from working like an executive to feeling like an executive.

The Unwritten Rules John Beeson,2010-10-19 Maximize your chances to get promoted to the executive level As predictable career paths have become extinct in most organizations, managers aspiring to the C-level job are left to their own devices to determine how to advance their careers. Even in companies committed to talent development, guidance to aspiring executives is often vague and contradictory. This happens, executive coach John Beeson argues, because executive promotions are made based on the decision makers' intuitive sense of whether or not a manager can succeed at higher levels within the organization. Beeson decodes these leadership criteria--the unwritten rules--that companies use to make decisions about who gets promoted and who doesn't, and identifies the six core selection factors that are imperative for success at the executive level
Demonstrating strategic skills Building a strong management team Managing implementation Exhibiting the capacity for innovation and change Working across organizational boundaries Projecting executive presence Filled with stories of managers who successfully climbed up the executive ladder-and some who struggled-The Unwritten Rules is an invaluable resource for aspiring executives.

The Prodigal Executive Bruce A. Heller Ph. D.,2009-07 Some derailed executives create toxic workplaces that cause good employees to flee. Others cause customers to complain in ever increasing numbers. So why not just fire them? This book teaches the essentials of what managers and business leaders need to know about toxic bosses and other star performers too valuable to let go but too painful to keep on the payroll. In this book you will learn: How 8 out of 10 derailed executives can be saved. Six myths that hold many companies back from coaching When to keep 'em and when to fire 'em. How to give feedback to toxic bosses and derailed executives Three keys to an executive comeback How to help derailed executives out the door if they really need to go Dr. Bruce Heller's leader development tools have been used for two decades throughout corporate America to help derailed executives who are too painful to keep and too valuable to fire. A Ph.D. in educational psychology from the University of Southern California, his monthly column People Skills appears in the online news magazine San Diego News Network. Bruce speaks to thousands of executives each year, teaching them his management techniques for getting derailed executives back on track. One of the leading experts in his field, Bruce's audiences include Amgen, Lockheed Martin, Northrop Grumman, Disney, Warner Brothers, UCLA, and Bridgestone Firestone.

The Effective Executive Peter Drucker,2018-03-09 The measure of the executive, Peter Drucker reminds us, is the ability to 'get the right things done'. Usually this involves doing what other people have overlooked, as well as avoiding what is unproductive. He identifies five talents as essential to effectiveness, and these can be learned; in fact, they must be learned just as scales must be mastered by every piano student regardless of his natural gifts. Intelligence, imagination and knowledge may all be wasted in an executive job without the acquired habits of mind that convert these into results. One of the talents is the management of time. Another is choosing what to contribute to the particular organization. A third is knowing where and how to apply your strength to best effect. Fourth is setting up the right priorities. And all of them must be knitted together by effective decision-making. How these can be developed forms the main body of the book. The author ranges widely through the annals of business and government to demonstrate the distinctive skill of the executive. He turns familiar experience upside down to see it in new perspective. The book is full of surprises, with its fresh insights into old and seemingly trite situations.

The Effective Executive Peter F. Drucker,2009-10-06 The measure of the executive, Peter Drucker reminds us, is the ability to get the right things done. This usually involves doing what other people have overlooked as well as avoiding what is unproductive. Intelligence, imagination, and knowledge may all be wasted in an executive job without the acquired habits of mind that mold them into results. Drucker identifies five practices essential to business effectiveness that can, and must, be learned: Management of time Choosing what to contribute to the practical organization Knowing where and how to mobilize strength for best effect Setting up the right priorities And Knitting all of them together with effective decision making Ranging widely through the annals of business and government, Peter Drucker demonstrates the distinctive skill of the executive and offers fresh insights into old and seemingly obvious business situations.

Executive Strategy Frederick Betz,2002-04-24 A modern theory of executive strategy for the information age The information revolution has radically transformed virtually every aspect of business today. Yet, no book has fully addressed its impact on strategic management-until now. In *Executive Strategy: Strategic Management and Information Technology*, Frederick Betz builds on his pioneering work concerning the management of technical innovation to explore the powerful relationship between traditional strategic management and today's computer and communications technologies. By adapting established strategy-related concepts and processes to the strategic management challenges faced by companies in the information age, this book offers readers the background they need to guide processes ranging from the creation of strategic business models and the development of comprehensive planning scenarios to the strategic management of business diversification and the formulation of information strategy. Concepts are developed with a survey of the older business literature on strategy and the newer information strategy literature, and illustrated by a wealth of new technology and e-commerce-related case studies. The case studies, presented in the book and on its accompanying Web site (www.execstrat.com), are drawn from leading companies such as Apple Computer, Pixar, AOL Time Warner, and Amazon.com. From the Internet and e-commerce to the role of computer-aided tools such as inventory control and project management software, the world of information technology is filled with innovations that have crucial ramifications for the strategic management of every business. This book equips present and future engineering and business professionals with the road map they need to help steer the modern organization skillfully through the twists and turns of this new and exciting business landscape.

Breaking the Leadership Mold Rosie Steeves,2010-08-30 Much has been written about leaders and leadership. Journal articles, blogs and books try to home in on the essence of an effective leader. While there is common agreement that a executive's performance can make or break company, defining that essence of effective leadership remains the Holy Grail for those who find themselves at the top, for those who are responsible for carrying out the strategies and dictates of their managers, and for the shareholders who want to see commitment, action and positive financial return. *Breaking the Leadership Mold* is designed to help senior executives and managers respond to the challenges of today and shed the vestiges of days gone by. In so doing they will better lead and enable their staff, and create a work environment that is healthy, engaging, productive and sustainable. Based on the author's extensive research and 35 years' experience in working with local, national and international companies, *Breaking the Leadership Mold* offers 20 principles-such as Principle #10: Recognize How Executive Team Dynamics Promote Mediocrity and Principle #14: Get Other Executives On Board (or Out of the Way)--that when implemented will ensure that not only is there effective communication throughout the organization, from top to bottom and bottom to top, but also that employees and executives alike contribute to their full potential. The net result -- the organization wins on every measure. The 20 principles are built on the pillars of case studies, experience and research. Effective leadership is an absolute in any business environment, but becomes even more critical in times when businesses face unprecedented challenges and need to be nimble and responsive to change. *Breaking the Mold* has proven strategies to empower, unite and galvanize managers and employees -- and their organization - to enable them to prosper and adapt in a swift-changing environment.

The Executive and the Elephant Richard L. Daft,2010-08-02 Lessons for leaders on resolving the ongoing struggle between instinct and the creative mind Kings, heads of government, and corporate executives lead thousands of people and manage endless resources, but may not have mastery over themselves. Often leaders know that right action is important, but have little (if any) understanding of what prevents them from acting in accordance with their intentions. In this important book, leadership expert Richard Daft portrays this dilemma as a struggle between instinct (elephant) and intention (the executive) using the most current research on the intentional vs. the habitual mind to explain how this phenomenon occurs. Based on current research and real-life examples Offers leaders a method for directing themselves more productively Written by an expert in leadership, organizational performance, and change management Through real-life examples and recent studies in psychology, management and Eastern spirituality Daft provides guidance to all of us who struggle finding our own balance and cultivating the behavior of others.

LinkedIn Lori Ruff,Joe Frankie,2019-12-03 LinkedIn: The 5-Minute Drill for Executive Networking Success is written for executives and transitioning military leaders to see the immediate benefit of using LinkedIn to network, build better teams, land new opportunities, pivot, change sectors, get promoted, and better merchandise their talents, expertise, and skill sets. Executives are busy people and LinkedIn is an extremely valuable resource. Once leaders know how to use LinkedIn for their desired purpose, they can quickly organize a 5-minute drill to accomplish their desired goals. LinkedIn represents the collaboration of two successful thought leaders, Lori Ruff and Joe Frankie III, both of whom have consulted with and crafted profiles for hundreds of executives since the early days of LinkedIn. They provide recommendations for representing oneself online as well as advice on how to navigate a daily routine for executives and leaders to keep themselves in sight and top of mind to people looking for someone just like them. Whether someone is representing their company or themselves, online image does matter and Lori and Joe show readers how to achieve online networking success.

The Effective Executive Peter F. Drucker,2002-09 Specific examples of business successes and failures serve to illustrate the essential practices of effective administration.

Annual Report Treasury Executive Institute (U.S.),1989

The Executive Coach in the Corporate Forest Stephen D. Gladis,2008 Written as a business fable, *The Executive Coach in the Corporate Forest* is the story of a gifted executive coach, J.C. Williams, and his coaching relationships with his varied business clients—all with their own professional challenges. The book offers engaging stories, has believable characters with realistic problems, and illustrates the structure and content of the coaching process. The book is a quick read—something any busy executive could read on a flight between Washington, DC and Boston—and is time very well spent, not only for the individual executive but for her or his company's fu.

Executive Privilege Mark J. Rozell,1994 Drawing on White House and congressional documents as well as on personal interviews, Mark Rozell provides both a historical overview of executive privilege and an explanation of its importance in the political process. He argues for a return to a pre-Watergate understanding of the role of executive privilege.

The Functions of the Executive Chester Irving Barnard,1938

Executive Foundation Val Williams, Ellen Fredericks,2005 Designed for new, seasoned, or aspiring executives to assess and improve the strength of their own Executive Foundation: the essential skills that make a successful senior leader.

The Career Makers John R. Sibbald,1993 A bold, entirely new and expanded edition of the famous guide to 150 of North America's top headhunters. Based on a nationwide survey of America's public and private companies, *The Career Makers* is the only guide available to rank executive recruiters, in what areas they specialize, and how readers can work with them to build careers or recruit top talent for their organizations. 150 illustrations.

Executive Job-changing Workbook John Lucht,1994 A companion workbook to the best selling *Rites of Passage*, by the same author.

Leading the Executive Branch Elizabeth D. Brown, John David Graham,2007 The authors examine some of the key strategies past presidents have used to lead the departments and agencies of the Executive Branch. Although centralizing power among the White House staff became the preferred alternative during the 20th century, the authors argue that this strategy insulates the president from valuable knowledge and experience in the departments and agencies. This shortcoming, combined with the unchecked proliferation of departments and agencies, has made it difficult for the president to develop meaningful, trusting relationships with each cabinet member. A comprehensive reorganization, such as the one recommended in 2003 by the National Commission on the Public Service (also known as the Volcker Commission) could redress some of the inherent limitations of centralizing power in the white House. Reducing the number of cabinet secretaries, for instance, could improve the chances that these secretaries will develop more effective, direct, and hands-on relationships with future presidents. Missing from the case for comprehensive reorganization, however, is a systematic study of cabinet agency performance. Before launching into large-scale reorganization, a careful inquiry should be undertaken of the successes and failures of the largest cabinet agencies: the Departments of Defense, Health and Human Services, and Homeland Security.

The Complete Guide to Executive Compensation 3/E Bruce R. Ellig,2014-01-17 The definitive guide for anyone involved in designing and approving executive salaries—revised for new laws and attitudes about salaries and performance *The Complete Guide to Executive Compensation, Third Edition*, helps you evaluate your company's culture, organization, and strategy to create the best compensation package for the organization's interest. It contains new strategies based on recent changes regarding venture capitalism, boards of director's core responsibilities, changes in director's pay, shifts in stakeholder power, and laws like the Dodd-Frank Wall Street Reform and Consumer Protection Act and healthcare reform. Bruce R. Ellig served at Pfizer Inc. for over 35 years, and spent his last 25 years as secretary of the Board of Directors' Executive Compensation Committee. He has received the Lifetime Achievement Awards from the Society of Human Resource Management and WorldatWork. Ellig was elected to the National Academy of Human Resources in 1993 and served as a fellow of the Employee Benefit Research Institute and the Wharton Aresty Institute.

The Executive's Book of Quotations Julia Vitullo-Martin, J. Robert Moskin,1994 This browser's delight is brimming with thousands of quotations for use in business speeches, reports, articles, or simply to spice conversation over lunch. 500 topics are arranged alphabetically, with everything from witticisms to epigrams to sage adages.

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Table of Contents Executive

1. Understanding the eBook Executive
 - The Rise of Digital Reading Executive
 - Advantages of eBooks Over Traditional Books
2. Identifying Executive
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Executive
 - User-Friendly Interface
4. Exploring eBook Recommendations from Executive
 - Personalized Recommendations
 - Executive User Reviews and Ratings
 - Executive and Bestseller Lists
5. Accessing Executive Free and Paid eBooks
 - Executive Public Domain eBooks
 - Executive eBook Subscription Services
 - Executive Budget-Friendly Options
6. Navigating Executive eBook Formats
 - ePub, PDF, MOBI, and More
 - Executive Compatibility with Devices
 - Executive Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Executive
 - Highlighting and Note-Taking Executive
- Interactive Elements Executive
8. Staying Engaged with Executive
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Executive
9. Balancing eBooks and Physical Books Executive
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Executive
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Executive
 - Setting Reading Goals Executive
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Executive
 - Fact-Checking eBook Content of Executive
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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