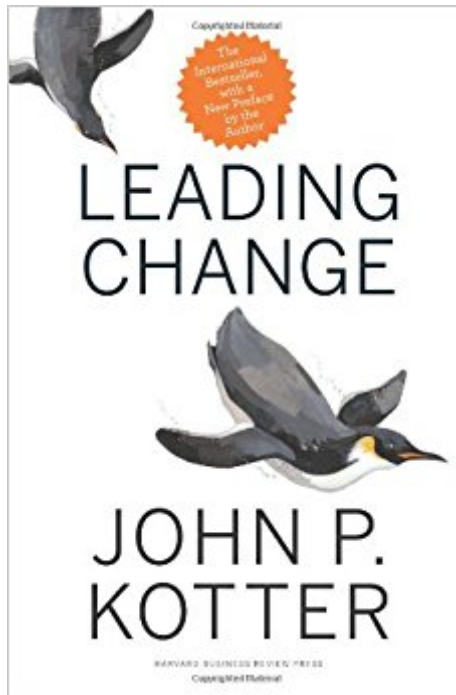


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# Leading Change, With A New Preface By The Author



## Synopsis

The international bestseller—now with a new preface by author John Kotter. Millions worldwide have read and embraced John Kotter's ideas on change management and leadership. From the ill-fated dot-com bubble to unprecedented M&A activity to scandal, greed, and ultimately, recession—we've learned that widespread and difficult change is no longer the exception. It's the rule. Now with a new preface, this refreshed edition of the global bestseller *Leading Change* is more relevant than ever. John Kotter's now-legendary eight-step process for managing change with positive results has become the foundation for leaders and organizations across the globe. By outlining the process every organization must go through to achieve its goals, and by identifying where and how even top performers derail during the change process, Kotter provides a practical resource for leaders and managers charged with making change initiatives work. *Leading Change* is widely recognized as his seminal work and is an important precursor to his newer ideas on acceleration published in *Harvard Business Review*. Needed more today than at any time in the past, this bestselling business book serves as both visionary guide and practical toolkit on how to approach the difficult yet crucial work of leading change in any type of organization. Reading this highly personal book is like spending a day with the world's foremost expert on business leadership. You're sure to walk away inspired—and armed with the tools you need to inspire others. Published by Harvard Business Review Press.

## Book Information

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## Customer Reviews

"Over the past decade," John P. Kotter writes, "I have watched more than a hundred companies try

to remake themselves into significantly better competitors. They have included large organizations (Ford) and small ones (Landmark Communications), companies based in United States (General Motors) and elsewhere (British Airways), corporations that were on their knees (Eastern Airlines), and companies that were earning good money (Bristol-Myers Squibb). Their efforts have gone under many banners: total quality management, reengineering, right-sizing, restructuring, cultural change, and turnaround. But in almost every case the basic goal has been the same: to make fundamental changes in how business is conducted in order to help cope with a new, more challenging market environment. A few of these corporate change efforts have been very successful. A few have been utter failures. Most fall somewhere in between, with a distinct tilt toward the lower end of the scale. The lessons that can be drawn are interesting and will probably be relevant to even more organizations in the increasingly competitive business environment of the coming decade."In this context, John P. Kotter lists the most general lessons to be learned from both (I) the more successful cases and (II) the critical mistakes as follows:

I. Lessons from the more successful cases:

1. Establishing a sense of urgency\* Examining market and competitive realities\* Identifying and discursing crises, potential crises, or major opportunities
2. Forming a powerful guiding coalition\* Assembling a group with enough power to lead the change effort\* Encouraging the group to work together as a team
- 3.

John Kotter is a business professor at Harvard University who writes "Leading Change" as a guide to business leaders, helping them to transform their stagnant, ineffective, hierarchical companies into more effective, responsive, team-oriented ones. To help companies and leaders make this transition, he presents eight sequential steps that must be followed in order and done well. These eight steps are:

1. Establish a sense of urgency (fight complacency)
2. Create a guiding coalition (both influential leaders and effective managers)
3. Develop a widely inspiring vision and strategy for achieving it
4. Communicate the vision, communicate the vision, and communicate the vision even more.
5. Give the employees authority to creatively experiment concerning how to best make the vision a reality
6. Make sure you point out things to celebrate as you make progress toward your goals; it rewards appropriate behavior and, besides, people need to celebrate once in a while.
7. Understand Bowen Family Systems Theory--that when you change one thing, everything else changes with it. Systemic change is difficult work that produces a whole lot of anxiety and unintended consequences.
8. Make sure that, once the changes are made, they become engrained in the new culture of the company; make them "the way we do things around here."

Kotter does get credit for being comprehensive and for being among the first to write a leadership book of this sort

(copyright 1996). He appears correct in all of his arguments and this reader has difficulty finding flaws in his eight steps. He appropriately balances task-orientation and relationship-orientation and distinguishes between leading and managing.

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