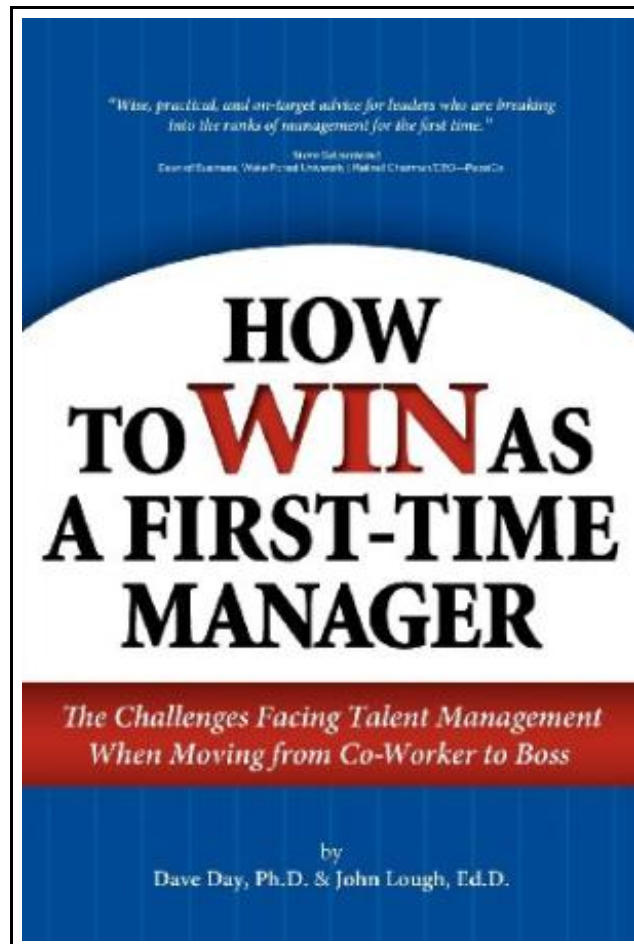


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Dog Ear Publishing, United States, 2012. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.How to WIN fills an important gap in the current leadership literature in that it gets down and dirty with the very real issues that first-time managers face in today's workplace. These new leaders don't craft long-term strategies or issue inspiring missives to hundreds of eager troops. Neither do they testify before congressional committees nor appear as public spokespersons for this or that glamorous product. They are the managers who strive each day, often with limited resources, to meet the high production standards set by those in the c-suite. From how to manage relationships with direct reports (who used to be that manager's peers), to how to delegate tasks, to how to build effective teams and better manage one's time, How to WIN takes the reader into the daily exchanges between a new manager and her veteran coach, as they explore the various roles all managers are expected to play. Dr. Dave Day has been a student of management for over 48 years as a manager, college faculty member, and management consultant/coach. For the past 30 years, his first love has been the training and development of newly appointed first-time managers. In recent years, that interest has been expanded to include working with participants in talent management groups. His articles on management topics have appeared in Personnel, Personnel Journal, Training Development Journal, Journal of Management Education, and Supervisory Management. His articles have been adopted by such organizations as the American Management Association, the US Office of Personnel Management, the American Institute of CPAs, the Defense Intelligence Agency, the F. D. Roosevelt Hospital in Czechoslovakia, and the Instituto de Medicina in Havana, Cuba....



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