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## FYLXLA - BLEVINS LEONIDAS

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You want the most important ideas for executives all in one place. Now you can have them—in a set of HBR's 10 Must Reads, available as an 8-volume paperback boxed set or as an ebook set. We've combed through hundreds of Harvard Business Review articles on topics such as emotional intelligence, communication, change, leadership, strategy, managing people, and managing yourself and selected the most important ones to help you maximize your own and your organization's performance. The HBR's 10 Must Reads for Executives Boxed Set includes 8 bestselling collections: HBR's 10 Must Reads for CEOs HBR's 10 Must Reads on Boards HBR's 10 Must Reads on Leadership HBR's 10 Must Reads on Strategy Vol. 1 HBR's 10 Must Reads on Strategy Vol. 2 HBR's 10 Must Reads on Change Management HBR's 10 Must Reads on Risk HBR's 10 Must Reads on Organizational Resilience The HBR's 10 Must Reads for Executives Boxed Set makes a smart gift for your team, colleagues, clients, or yourself. The ebook set is available in PDF, ePub, and Mobi formats. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

Develop the mindset and presence to successfully manage others for the first time. If you read noth-

ing else on becoming a new manager, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you transition from being an outstanding individual contributor to becoming a great manager of others. This book will inspire you to: Develop your emotional intelligence Influence your colleagues through the science of persuasion Assess your team and enhance its performance Network effectively to achieve business goals and for personal advancement Navigate relationships with employees, bosses, and peers Get support from above View the big picture in your decision making Balance your team's work and personal life in a high-intensity workplace This collection of articles includes "Becoming the Boss," by Linda A. Hill; "Leading the Team You Inherit," by Michael D. Watkins; "Saving Your Rookie Managers from Themselves," by Carol A. Walker; "Managing the High-Intensity Workplace," by Erin Reid and Lakshmi Ramarajan; "Harnessing the Science of Persuasion," Robert B. Cialdini; "What Makes a Leader?" by Daniel Goleman; "The Authenticity Paradox," by Herminia Ibarra; "Managing Your Boss," by John J. Gabarro and John P. Kotter; "How Leaders Create and Use Networks," by Herminia Ibarra and Mark Lee Hunter; "Management Time: Who's Got the Monkey?" by William Oncken, Jr., and Donald L. Wass; and BONUS ARTICLE: "How Managers Become Leaders," by Michael D. Watkins.

Use design thinking for competitive advantage. If you read nothing else on design thinking, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you use design thinking to produce breakthrough innovations and transform your organization. This book will inspire you to: Identify customers' "jobs to be done" and build products people love Fail small, learn quickly, and win big Provide the support design-thinking teams need to flourish Foster a culture of experimentation Sharpen your own skills as a design think-

er Counteract the biases that perpetuate the status quo and thwart innovation Adopt best practices from design-driven powerhouses This collection of articles includes "Design Thinking," by Tim Brown; "Why Design Thinking Works," by Jeanne M. Liedtka; "The Right Way to Lead Design Thinking," by Christian Bason and Robert D. Austin; "Design for Action," by Tim Brown and Roger L. Martin; "The Innovation Catalysts," by Roger L. Martin; "Know Your Customers' 'Jobs to Be Done,'" by Clayton M. Christensen, Taddy Hall, Karen Dillon, and David S. Duncan; "Engineering Reverse Innovations," by Amos Winter and Vijay Govindarajan; "Strategies for Learning from Failure," by Amy C. Edmondson; "How Indra Nooyi Turned Design Thinking into Strategy," by Indra Nooyi and Adi Ignatius, and "Reclaim Your Creative Confidence," by Tom Kelley and David Kelley. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

What will it take to create a more gender-balanced workplace? If you read nothing else on leadership and gender at work, read these 10 articles by experts in the field. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you understand where gender equality is today--and how far we still have to go. This book will inspire you to: Better understand the path women must take to leadership Learn the root causes of the barriers that exist for women in the workplace Check your own gender biases and distinguish between confidence and competence in your colleagues Manage a more effective gender-diversity program Recognize the issues women face when speaking up about bias or harassment Help women reenter the workforce after taking time off--and create opportunities for them to reach their ambitions. This collection of articles includes "Women and the Labyrinth of Leadership," by Alice H. Eagly and Linda L. Carli; "Do Women Lack Ambition?" by Anna Fels; "Women Rising: The Unseen Barriers," by Herminia Ibarra, Robin Ely, and Deborah Kolb; "Women and the Vision Thing," by Herminia Ibarra and Otilia Obodaru; "The Power of Talk: Who Gets Heard and Why," by Deborah Tannen; "The Memo Every Woman Keeps in Her Desk," by Kathleen Reardon; "Why Diversity Programs Fail," by Frank Dobbin and Alexandra Kalev; "Now What?" by Joan C. Williams and Suzanne Lebock; "The Battle for Female Talent in Emerging Markets," by Sylvia Ann Hewlett and Ripa Rashid; "Off-Ramps and On-Ramps: Keeping Talented Women on the Road to Success," by Sylvia Ann Hewlett and Carolyn Buck Luce; and "Sheryl Sandberg: The HBR Interview," by Sheryl Sandberg and Adi Ignatius.

If you read nothing else on leadership, read these definitive articles from Harvard Business Review. Leadership skills are not innate--they can be acquired and honed. HBR's 10 Must Reads on Leadership 2-Volume Collection provides enduring ideas and practical advice on how to harness inspiring, transformational leadership qualities and spearhead change. Bringing together HBR's 10 Must Reads on Leadership, Vol. 1 and HBR's 10 Must Reads on Leadership, Vol. 2, this collection includes twenty articles selected by HBR's editors and features the indispensable article "What Makes an Effective Executive" by Peter F. Drucker. From timeless classics to the latest game-changing ideas from thought

leaders Jim Collins, Daniel Goleman, John Kotter, and more, HBR's 10 Must Reads on Leadership 2-Volume Collection will inspire you to: Identify areas for personal growth Develop a more dynamic and sophisticated communication style Transform yourself from a problem solver to an agenda setter Embrace the challenges of adaptive work Draw strength from adversity Build trust with and among your fellow employees Inspire others to give their all HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

Come back from every setback a stronger and better leader If you read nothing else on mental toughness, read these ten articles by experts in the field. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you build your emotional strength and resilience--and to achieve high performance. This book will inspire you to: Thrive on pressure like an Olympic athlete Manage and overcome negative emotions by acknowledging them Plan short-term goals to achieve long-term aspirations Surround yourself with the people who will push you the hardest Use challenges to become a better leader Use creativity to move past trauma Understand the tools your mind uses to recover from setbacks. This collection of articles includes "How the Best of the Best Get Better and Better," by Graham Jones; "Crucibles of Leadership," by Warren G. Bennis and Robert J. Thomas; "Building Resilience," by Martin E.P. Seligman; "Cognitive Fitness," by Roderick Gilkey and Clint Kiltz; "The Making of a Corporate Athlete," by Jim Loehr and Tony Schwartz; "Stress Can Be a Good Thing If You Know How to Use It," by Alla Crum and Thomas Crum; "How to Bounce Back from Adversity," by Joshua D. Margolis and Paul G. Stoltz; "Rebounding from Career Setbacks," by Mitchell Lee Marks, Philip Mirvis, and Ron Ashkenas; "Realizing What You're Made Of," by Glenn E. Mangurian; "Extreme Negotiations," by Jeff Weiss, Aram Donigian, and Jonathan Hughes; and "Post-Traumatic Growth and Building Resilience," by Martin Seligman and Sarah Green Carmichael.

Is your company spending too much time on strategy development—with too little to show for it? If you read nothing else on strategy, read these 10 articles (featuring "What Is Strategy?" by Michael E. Porter). We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you catalyze your organization's strategy development and execution. HBR's 10 Must Reads on Strategy will inspire you to: Distinguish your company from rivals Clarify what your company will and won't do Craft a vision for an uncertain future Create blue oceans of uncontested market space Use the Balanced Scorecard to measure your strategy Capture your strategy in a memorable phrase Make priorities explicit Allocate resources early Clarify decision rights for faster decision making This collection of best-selling articles includes: featured article "What Is Strategy?" by Michael E. Porter, "The Five Competitive Forces That Shape Strategy," "Building Your Company's Vision," "Reinventing Your Business Model," "Blue Ocean Strategy," "The Secrets to Successful Strategy Execution," "Using the Balanced Scorecard as a Strategic Management System," "Trans-

forming Corner-Office Strategy into Frontline Action," "Turning Great Strategy into Great Performance," and "Who Has the D? How Clear Decision Roles Enhance Organizational Performance." Build the workforce of the future. In our volatile and complex era—which boasts a competitive market for top talent—HR's traditional model will fail. Your company needs to adopt the latest skills to successfully manage performance and evaluate potential. HBR's 10 Must Reads for HR Leaders Collection features innovative ideas on how to foster a vibrant, high-performing company culture, spearhead constructive change, and reap the benefits of a diverse workforce. Included in this five-book set are HBR's 10 Must Reads on Reinventing HR, HBR's 10 Must Reads on Change Management, HBR's 10 Must Reads on Building a Great Culture, HBR's 10 Must Reads on Diversity, and HBR's 10 Must Reads on Managing People. The collection includes fifty articles selected by HBR's editors from renowned thought leaders including Marcus Buckingham, W. Chan Kim, Renee Mauborgne, and Sylvia Ann Hewlett, plus the indispensable article "People Before Strategy" by Ram Charan, Dominic Barton, and Dennis Carey. With HBR's 10 Must Reads for HR Leaders Collection, break free from the traditional HR mindset and learn how to build the workforce of the future. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

NEW from the bestselling HBR's 10 Must Reads series. Stop pushing products—and start cultivating relationships with the right customers. If you read nothing else on marketing that delivers competitive advantage, read these 10 articles. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you reinvent your marketing by putting it—and your customers—at the center of your business. Leading experts such as Ted Levitt and Clayton Christensen provide the insights and advice you need to:

- Figure out what business you're really in
- Create products that perform the jobs people need to get done
- Get a bird's-eye view of your brand's strengths and weaknesses
- Tap a market that's larger than China and India combined
- Deliver superior value to your B2B customers
- End the war between sales and marketing

Looking for more Must Read articles from Harvard Business Review? Check out these titles in the popular series: HBR's 10 Must Reads: The Essentials HBR's 10 Must Reads on Communication HBR's 10 Must Reads on Collaboration HBR's 10 Must Reads on Innovation HBR's 10 Must Reads on Leadership HBR's 10 Must Reads on Making Smart Decisions HBR's 10 Must Reads on Managing Yourself HBR's 10 Must Reads on Teams

The definitive management ideas of the year from Harvard Business Review.

You want the most important ideas on management all in one place. Now you can have them—in a set of HBR's 10 Must Reads. We've combed through hundreds of Harvard Business Review articles on strategy, change leadership, managing people, and managing yourself and selected the most important ones to help you maximize your performance. This six-title collection includes only the most critical articles from the world's top management experts, curated from Harvard Business Review's

rich archives. We've done the work of selecting them so you won't have to. These books are packed with enduring advice from the best minds in business such as: Michael Porter, Clayton Christensen, Peter Drucker, John Kotter, Daniel Goleman, Jim Collins, Ted Levitt, Gary Hamel, W. Chan Kim, Renée Mauborgne and much more. The HBR's 10 Must Reads Boxed Set includes: HBR's 10 Must Reads: The Essentials This book brings together the best thinking from management's most influential experts. Once you've read these definitive articles, you can delve into each core topic the series explores: managing yourself, managing people, leadership, strategy, and change management. HBR's 10 Must Reads on Managing Yourself The path to your professional success starts with a critical look in the mirror. Here's how to stay engaged throughout your 50-year work life, tap into your deepest values, solicit candid feedback, replenish your physical and mental energy, and rebound from tough times. This book includes the bonus article "How Will You Measure Your Life?" by Clayton M. Christensen. HBR's 10 Must Reads on Managing People Managing your employees is fraught with challenges, even if you're a seasoned pro. Boost their performance by tailoring your management styles to their temperaments, motivating with responsibility rather than money, and fostering trust through solicited input. This book includes the bonus article "Leadership That Gets Results," by Daniel Goleman. HBR's 10 Must Reads on Leadership Are you an extraordinary leader—or just a good manager? Learn how to motivate others to excel, build your team's confidence, set direction, encourage smart risk-taking, credit others for your success, and draw strength from adversity. This book includes the bonus article "What Makes an Effective Executive," by Peter F. Drucker. HBR's 10 Must Reads on Strategy Is your company spending too much time on strategy development, with too little to show for it? Discover what it takes to distinguish your company from rivals, clarify what it will (and won't) do, create blue oceans of uncontested market space, and make your priorities explicit so employees can realize your vision. This book includes the bonus article "What Is Strategy?" by Michael E. Porter. HBR's 10 Must Reads on Change Management Most companies' change initiatives fail—but yours can beat the odds. Learn how to overcome addiction to the status quo, establish a sense of urgency, mobilize commitment and resources, silence naysayers, minimize the pain of change, and motivate change even when business is good. This book includes the bonus article "Leading Change," by John P. Kotter. About the HBR's 10 Must Reads Series: HBR's 10 Must Reads series is the definitive collection of ideas and best practices for aspiring and experienced leaders alike. These books offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager. Each book is packed with advice and inspiration from the best minds in business.

Revitalize your company and roar out of the recession. We're facing the second major global downturn in a decade. To survive, companies must balance managing the crisis in the short term with innovation and reinvention to return to growth in a changed world. HBR's 10 Must Reads for the Recession Collection offers the ideas and strategies you need to lead your company on the path to renewal. Included in this set are: HBR's 10 Must Reads on Managing in a Downturn (Expanded Edition) HBR's 10 Must Reads on Organizational Resilience HBR's 10 Must Reads on Managing Risk HBR's 10 Must Reads on Innovation HBR's 10 Must Reads on Business Model Innovation HBR's 10 Must Reads on Change Management It includes 60 articles selected by HBR's editors from renowned thought leaders such as Clayton Christensen, John Kotter, Rita Gunther McGrath, W. Chan Kim, and Renee Mauborgne, and features the indispensable articles "Global Supply Chains in a Post-Pandemic World"



by Willy Shih and "Roaring Out of Recession" by Nitin Nohria and Ranjay Gulati. It's time for companies to be bold in the face extraordinary headwinds. HBR's 10 Must Reads for the Recession Collection will help you face them. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

We've combed through the ideas, insights, and best practices from the past year of Harvard Business Review to help you get up to speed fast on the relevant concepts driving business today. Discover new ideas and sample the latest thinking of our vast array of management experts. Revisit these topics now to make sure your organization is incorporating the best, most up-to-date practices, or keep this book as a reference so you can turn to these memorable pieces when you need them the most. The collection includes articles on leadership, strategy, and innovation, as well as articles that will help you manage yourself and others. A year's worth of management wisdom, all in one place.

A year's worth of management wisdom, all in one place. We've reviewed the ideas, insights, and best practices from the past year of Harvard Business Review to keep you up-to-date on the most cutting-edge, influential thinking driving business today. With authors from Michael E. Porter to Daniel Kahneman and company examples from P&G to Adobe, this volume brings the most current and important management conversations to your fingertips. This book will inspire you to: Reconsider what keeps your customers coming back Create visualizations that send a clear message Assess how quickly disruptive change is coming to your industry Boost engagement by giving your employees the freedom to break the rules Understand what blockchain is and how it will affect your industry Get your product in customers' hands faster by accelerating your research and development phase This collection of articles includes "Customer Loyalty Is Overrated," by A.G. Lafley and Roger L. Martin; "Noise: How to Overcome the High, Hidden Cost of Inconsistent Decision Making," by Daniel Kahneman, Andrew M. Rosenfield, Linnea Gandhi, and Tom Blaser; "Visualizations That Really Work," by Scott Berinato; "Right Tech, Wrong Time," by Ron Adner and Rahul Kapoor; "How to Pay for Health Care," by Michael E. Porter and Robert S. Kaplan; "The Performance Management Revolution," by Peter Cappelli and Anna Tavis; "Let Your Workers Rebel," by Francesca Gino; "Why Diversity Programs Fail," by Frank Dobbin and Alexandra Kalev; "What So Many People Don't Get About the U.S. Working Class," by Joan C. Williams; "The Truth About Blockchain," by Marco Iansiti and Karim R. Lakhani; and "The Edison of Medicine," by Steven Prokesch.

The landscape of today's healthcare industry is constantly changing, and it's your job to lead your team to success. This collection from Harvard Business Review offers the ideas and strategies to help get you there. HBR's 10 Must Reads for Healthcare Leaders Collection includes the popular books HBR's 10 Must Reads on Leadership for Healthcare, HBR's 10 Must Reads on Strategy for Healthcare, HBR's 10 Must Reads on Innovation, and HBR's 10 Must Reads on Change Management.

This unique compilation offers insights from world-class experts on making the leap from being a good practitioner to being a great leader, leading effectively through times of rapid change, and achieving the best healthcare outcomes at the lowest cost. The collection includes forty articles selected by HBR's editors from renowned thought leaders including Michael Porter, Peter Drucker, John Kotter, Rosabeth Moss Kanter, Jim Collins, W. Chan Kim, and Renee Mauborgne, plus the bonus article "Engaging Doctors in the Health Care Revolution," by Thomas H. Lee, MD, and Toby Cosgrove, MD. HBR's 10 Must Reads for Healthcare Leaders Collection is an invaluable resource for any doctor or hospital administrator looking to grow as a leader and to having a positive impact on colleagues and patients alike. HBR's 10 Must Reads series is the definitive collection of ideas and best practices for leaders at every level. These books offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager. Each book is packed with advice and inspiration from leading experts such as Clayton Christensen, Peter Drucker, Rosabeth Moss Kanter, John Kotter, Michael Porter, Daniel Goleman, Theodore Levitt, and Rita Gunther McGrath.

Business success begins with trust. Trust is the basis for all that we do as leaders and as organizations. Employees who trust their employers are more productive and creative. Businesses that earn their customers' trust maintain better relationships and reap better results. Meanwhile, breaches of trust between companies and the public are becoming more frequent—and more costly. If you read nothing else on trust, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you build, maintain, and repair trust, both as a leader and as a company. This book will inspire you to: Develop trust through competence, legitimacy, and impact Understand the neuroscience of trust Follow through on your commitments to stakeholders Negotiate better with an untrustworthy counterpart See your company through the eyes of your customers Rebuild relationships after a breakdown of trust This collection of articles includes "Begin with Trust," by Frances X. Frei and Anne Morriss; "The Neuroscience of Trust," by Paul J. Zak; "Dig, Bridge, Collectively Act," by Tina Opie and Beth A. Livingston; "Rethinking Trust," by Rodrick M. Kramer; "How to Negotiate with a Liar," by Leslie K. John; "The Enemies of Trust," by Robert M. Galford and Anne Seibold Drapeau; "Don't Let Cynicism Undermine Your Workplace," by Jamil Zaki; "The Trust Crisis," by Sandra J. Sucher and Shalene Gupta; "Customer Data: Designing for Transparency and Trust," by Timothy Morey, Theodore "Theo" Forbath, and Allison Schoop; "Operational Transparency," by Ryan W. Buell; and "The Organizational Apology," by Maurice E. Schweitzer, Allison Wood Brooks, and Adam D. Galinsky. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

If you read nothing else on managing people, read these definitive articles from Harvard Business Review. Managing people is fraught with challenges, even if you're a seasoned manager. HBR's 10 Must Reads on Managing People 2-Volume Collection provides enduring ideas and practical advice

on managing people to help you handle these difficulties and maximize your employees' performance. Bringing together HBR's 10 Must Reads on Managing People, Vol. 1 and HBR's 10 Must Reads on Managing People, Vol. 2, this collection includes twenty articles selected by HBR's editors and features the indispensable article "Leadership That Gets Results" by Daniel Goleman. From timeless classics to the latest game-changing ideas from thought leaders Marcus Buckingham, W. Chan Kim, Renee Mauborgne, and more, HBR's 10 Must Reads on Managing People 2-Volume Collection will inspire you to: Tailor your management style to fit your people and organizational goals Give feedback the right way Support first-time managers Manage emotional culture on your team Push your people to collaborate and break silos Overcome organizational obstacles to effective management Manage up and across Manage your boss HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

Ignite the creative spark within your team. For your company to stand out in today's competitive environment, you need to be original. You need to have fresh ideas, exciting products and offerings, and a willingness to experiment. And that starts at the team level. HBR's 10 Must Reads for Creative Teams Collection provides expert advice on how to foster curiosity, encourage better collaboration, and use design thinking to change the way you brainstorm, test, and execute new ideas. Included in this seven-book set are: HBR's 10 Must Reads on Creativity HBR's 10 Must Reads on Teams HBR's 10 Must Reads on Collaboration HBR's 10 Must Reads on Building a Great Culture HBR's 10 Must Reads on Design Thinking HBR's 10 Must Reads on Managing People HBR's 10 Must Reads on Managing People, Vol. 2 The collection includes seventy articles selected by HBR's editors from renowned thought leaders including Marcus Buckingham, Adam Grant, Francesca Gino, and Indra Nooyi, plus the indispensable article "How Pixar Fosters Collective Creativity" by Ed Catmull. With HBR's 10 Must Reads for Creative Teams Collection, you can break free from the usual and capitalize on originality. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

The best leaders know how to communicate clearly and persuasively. How do you stack up? If you read nothing else on communicating effectively, read these 10 articles. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you express your ideas with clarity and impact—no matter what the situation. Leading experts such as Deborah Tannen, Jay Conger, and Nick Morgan provide the insights and advice you need to:

Pitch your brilliant idea—successfully Connect with your audience Establish credibility Inspire others to carry out your vision Adapt to stakeholders' decision-making style Frame goals around common interests Build consensus and win support

Are you a good boss—or a great one? Get more of the management ideas you want, from the authors you trust, with HBR's 10 Must Reads on Managing People (Vol. 2). We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you master the innumerable challenges of being a manager. With insights from leading experts including Marcus Buckingham, Michael D. Watkins, and Linda Hill, this book will inspire you to: Draw out your employees' signature strengths Support a culture of honesty and civility Cultivate better communication and deeper trust among global teams Give feedback that will help your people excel Hire, reward, and tolerate only fully formed adults Motivate your employees through small wins Foster collaboration and break down silos across your company This collection of articles includes "Are You a Good Boss—or a Great One?," by Linda A. Hill and Kent Lineback; "Let Your Workers Rebel," by Francesca Gino; "The Feedback Fallacy," by Marcus Buckingham and Ashley Goodall; "The Power of Small Wins," by Teresa M. Amabile and Steven J. Kramer; "The Price of Incivility," by Christine Porath and Christine Pearson; "What Most People Get Wrong About Men and Women," by Catherine H. Tinsley and Robin J. Ely; "How Netflix Reinvented HR," by Patty McCord; "Leading the Team You Inherit," by Michael D. Watkins; "The Overcommitted Organization," by Mark Mortensen and Heidi K. Gardner; "Global Teams That Work," by Tsedal Neeley; "Creating the Best Workplace on Earth," by Rob Goffee and Gareth Jones.

A year's worth of management wisdom, all in one place. We've reviewed the ideas, insights, and best practices from the past year of Harvard Business Review to keep you up-to-date on the most cutting-edge, influential thinking driving business today. With authors from Marcus Buckingham to Amy Edmondson and company examples from Lyft to Disney, this volume brings the most current and important management conversations right to your fingertips. This book will inspire you to: Rethink whether constant, candid feedback really helps employees thrive Move beyond diversity and inclusion to creating a racially just workplace Adopt connected strategies that anticipate your customers' needs Navigate the challenges of dual-career relationships Understand when data creates competitive advantage—and when it doesn't Break through the organizational barriers that impede AI initiatives Lead in a new era of climate action This collection of articles includes "The Feedback Fallacy," by Marcus Buckingham and Ashley Goodall; "Cross-Silo Leadership," by Tiziana Casciaro, Amy C. Edmondson, and Sujin Jang; "Toward a Racially Just Workplace," by Laura Morgan Roberts and Anthony J. Mayo; "The Age of Continuous Connection," by Nicolaj Siggelkow and Christian Terwiesch; "The Hard Truth about Innovative Cultures," by Gary P. Pisano; "Creating a Trans-Inclusive Workplace," by Christian N. Thoroughgood, Katina B. Sawyer, and Jennica R. Webster; "When Data Creates Competitive Advantage," by Andrei Hagiu and Julian Wright; "Your Approach to Hiring Is All Wrong," by Peter Cappelli; "How Dual-Career Couples Make It Work," by Jennifer Petriglieri; "Building the AI-Powered Organization," by Tim Fountaine, Brian McCarthy, and Tamim Saleh; "Leading a New Era of Climate Action," by Andrew Winston; and "That Discomfort You're Feeling Is Grief," by Scott Berinato.

Stop pushing products. Start empowering your salespeople cultivating relationships with the right

customers. In today's economy, companies are fighting tooth and nail for their customers' attention. Hyper-informed buyers with more options are making purchasing decisions faster than ever. How can you optimize your marketing operations and sales teams and so your offerings can get through and rise to the top? HBR's 10 Must Reads for Sales and Marketing Collection offers the ideas and strategies to help you get there. Included in this set are HBR's 10 Must Reads on Sales, HBR's 10 Must Reads on Strategic Marketing, HBR's 10 Must Reads on Communication, HBR's 10 Must Reads on Negotiation, and HBR's 10 Must Reads on Public Speaking and Presenting. This compilation offers insights from world-class experts on the topics including enhancing the joint performance of sales and marketing; motivating your sales force; getting a clear view of your brand's strengths and weaknesses; setting the stage for a successful negotiation; and communicating with clarity and impact. It includes fifty articles selected by HBR's editors from renowned thought leaders such as Andris Zoltners, Theodore Levitt, and Deborah Tannen, and features the indispensable article "How to Give a Killer Presentation" by Chris Anderson. It's time to establish, sustain, and extend your next groundbreaking sales and marketing initiative. HBR's 10 Must Reads for Sales and Marketing Collection will lead you there. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

Learn why bad decisions happen to good managers—and how to make better ones. If you read nothing else on decision making, read these 10 articles. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you and your organization make better choices and avoid common traps. Leading experts such as Ram Charan, Michael Mankins, and Thomas Davenport provide the insights and advice you need to: Make bold decisions that challenge the status quo Support your decisions with diverse data Evaluate risks and benefits with equal rigor Check for faulty cause-and-effect reasoning Test your decisions with experiments Foster and address constructive criticism Defeat indecisiveness with clear accountability Articles previously published in Harvard Business Review.

Develop the mindset and presence to successfully manage others for the first time. If you read nothing else on becoming a new manager, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you transition from being an outstanding individual contributor to a great manager of others. This book will inspire you to: \* develop your emotional intelligence \* influence your colleagues with the science of persuasion \* assess your team and enhance its performance \* network effectively to achieve business goals and for personal advancement \* navigate relationships with employees, bosses, and peers \* get support from above \* view the big picture in your decision-making \* balance your team's work and personal life in a high-intensity workplace

A year's worth of management wisdom, all in one place. We've reviewed the ideas, insights, and best practices from the past year of Harvard Business Review to keep you up to date on the most

cutting-edge, influential thinking driving business today. With authors from Francesca Gino to Adam Grant and company examples from Pfizer to Microsoft, this volume brings the most current and important management conversations right to your fingertips. This book will inspire you to: Adopt the best practices for creating a truly flexible workplace Refocus your strategy to prioritize the few initiatives with the greatest potential impact Navigate the challenges of role transitions—and learn how those in changing roles can get up to speed faster Implement diversity training that will help employees overcome bias and commit to improvement Overcome roadblocks during the innovation process so rapid experimentation will pay off Lead with a commitment to sustainability This collection of articles includes "The Future of Flexibility at Work," by Ellen Ernst Kossek, Patricia Gettings, and Kaumudi Misra; "Eliminate Strategic Overload," by Felix Oberholzer-Gee; "Drive Innovation with Better Decision-Making," by Linda A. Hill, Emily Tedards, and Taran Swan; "Unconscious Bias Training that Works," by Francesca Gino and Katherine Coffman; "Why You Aren't Getting More from Your Marketing AI," by Eva Ascarza, Michael Ross, and Bruce G.S. Hardie; "Net Promoter 3.0," by Fred Reichheld, Darcy Darnell, and Maureen Burns; "How Chinese Retailers are Reinventing the Customer Journey," by Mark J. Greeven, Katherine Xin, and George S. Yip; "The Circular Business Model," by Atalay Atas, Céline Dumas, and Luk N. Van Wassenhove; "How to Succeed Quickly in a New Role," by Rob Cross, Greg Pryor, and David Sylvester; "Accounting for Climate Change," by Robert S. Kaplan and Karthik Ramanna; and "Persuading the Unpersuadable," by Adam Grant.

In his sixty-five-year consulting career, Peter F. Drucker, widely regarded as the father of modern management, identified eight practices that can make any executive effective. Leadership is not about charisma or extroversion. It's about these practices: Effective executives ask, "What needs to be done?" They also ask, "What is right for the enterprise?" They develop action plans. They take responsibility for decisions. They take responsibility for communicating. They focus on opportunities rather than problems. They run productive meetings. And they think and say "we" rather than "I." Since 1922, Harvard Business Review has been a leading source of breakthrough ideas in management practice. The Harvard Business Review Classics series now offers you the opportunity to make these seminal pieces a part of your permanent management library. Each highly readable volume contains a groundbreaking idea that continues to shape best practices and inspire countless managers around the world.

Five years' worth of management wisdom, all in one place. Get the latest, most significant thinking from the pages of Harvard Business Review in 5 Years of Must Reads: 2020 Edition. Every year, HBR editors examine the ideas, insights, and best practices from the past twelve months to select the definitive articles that have provoked the most conversation, the most inspiration, and the most change. From how you can lead with authenticity by moving past your comfort zone, to engaging customers and employees alike with the help of artificial intelligence, to scaling your agile processes from a handful of teams to hundreds, the articles in this five-book collection will help you manage your daily challenges and meet the changing competitive landscape head-on. Books in the HBR 10 Must Reads series offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager. Each book is packed with advice and inspiration from leading experts such as Clayton Christensen, Michael Porter, W. Chan Kim, Renee Mauborgne, Hermi- nia Ibarra, Marcus Buckingham, Roger Martin, Adam Grant, Thomas Davenport, and Katrina Lake.



Company examples range from P&G, DHL, and Deloitte to Alibaba, Google, and Stitch Fix. 5 Years of Must Reads: 2020 Edition brings the most current and important business conversations to your fingertips.

The world's elite athletes and coaches achieve high performance through inspiring leadership, mental toughness, and direction-setting strategic choices. Harvard Business Review has talked to many of these high performers throughout the years to learn how their success translates to the world of business. If you read nothing else on management lessons from the world of sports, read these 10 articles by athletes, coaches, and leadership experts. We've combed through our archive and selected the articles that will best help you drive performance. This book will inspire you to: Improve on your weaknesses, not just your strengths Take care of your body for sustained mental performance Increase your confidence and manage your energy before an important event Turn a struggling team around Understand the limits of performance metrics Focus on long-term goals to overcome setbacks Understand where the analogy of sports and business doesn't work This collection of articles includes "Ferguson's Formula," by Anita Elberse with Sir Alex Ferguson; "Life's Work: An Interview with Greg Louganis"; "The Making of a Corporate Athlete," by Jim Loehr and Tony Schwartz; "The Tough Work of Turning a Team Around," by Bill Parcells; "How an Olympic Gold Medalist Learned to Perform Under Pressure: An Interview with Alex Gregory"; "Mental Preparation Secrets of Top Athletes, Entertainers, and Surgeons," an interview with Daniel McGinn by Sarah Green Carmichael; "SoulCycle's CEO on Sustaining Growth in a Faddish Industry," by Melanie Whelan; "Life's Work: An Interview with Kareem Abdul-Jabbar"; "Major League Innovation," by Scott D. Anthony; "Looking Past Performance in Your Star Talent," by Mark de Rond, Adrian Moorhouse, and Matt Rogan; "Life's Work: An Interview with Mikhail Baryshnikov"; "How the Best of the Best Get Better and Better," by Graham Jones; "Life's Work: An Interview with Joe Girardi"; "Why There Is an I in Team," by Mark de Rond; "Life's Work: An Interview with Andre Agassi"; and "Why Sports Are a Terrible Metaphor for Business," by Bill Taylor.

A year's worth of management wisdom, all in one place. We've reviewed the ideas, insights, and best practices from the past year of Harvard Business Review to keep you up-to-date on the most cutting-edge, influential thinking driving business today. With authors from Thomas H. Davenport to Michael E. Porter and company examples from Facebook to DHL, this volume brings the most current and important management conversations right to your fingertips. This book will inspire you to: Make stronger connections and build greater trust among people who work on multiple teams Engage customers and employees alike with the help of artificial intelligence Channel your outrage about sexual harassment in the workplace into effective action Consider how CEO activism can generate goodwill for your company--and weigh its risks Pair data with qualitative research to increase diversity in your organization Remain competitive in a hub economy by using your company's assets and capabilities differently This collection of articles includes: "The Overcommitted Organization," by Mark Mortensen and Heidi K. Gardner; "Why Do We Undervalue Competent Management?" by Raffaella Sadun, Nicholas Bloom, and John Van Reenen; "'Numbers Take Us Only So Far,'" by Maxine Williams; "The New CEO Activists," by Aaron K. Chatterji and Michael W. Toffel; "Artificial Intelligence for the Real World," by Thomas H. Davenport and Rameez Ronanki; "Why Every Organization Needs an Augmented Reality Strategy," by Michael E. Porter and James E. Heppelmann; "Thriving in the Gig

Economy," by Gianpiero Petriglieri, Susan Ashford, and Amy Wrzesniewski; "Managing Our Hub Economy," by Marco Iansiti and Karim R. Lakhani; "The Leader's Guide to Corporate Culture," by Boris Groysberg, Jeremiah Lee, Jesse Price, and J. Yo-Jud Cheng; "The Error at the Heart of Corporate Leadership," by Joseph L. Bower and Lynn S. Paine; and "Now What?" by Joan C. Williams and Suzanne Lebsack.

A year's worth of management wisdom, all in one place. We've reviewed the ideas, insights, and best practices from the past year of Harvard Business Review to keep you up-to-date on the most cutting-edge, influential thinking driving business today. With authors from Michael E. Porter to Katrina Lake and company examples from Alibaba to 3M, this volume brings the most current and important management conversations right to your fingertips. This book will inspire you to: Ask better questions to boost your learning, persuade others, and negotiate more effectively Create workplace conditions where gender equity can thrive Boost results by allowing humans and AI to enhance one another's strengths Make better connections with your customers by giving them a glimpse inside your company Scale your agile processes from a few teams to hundreds Build a commitment to both economic and social values in your organization Prepare your company for a rapidly aging workforce and society This collection of articles includes "The Surprising Power of Questions," by Alison Wood Brooks and Leslie K. John; "Strategy Needs Creativity," by Adam Brandenburger; "What Most People Get Wrong about Men and Women," by Catherine H. Tinsley and Robin J. Ely; "Collaborative Intelligence: Humans and AI Are Joining Forces," by H. James Wilson and Paul R. Daugherty; "Stitch Fix's CEO on Selling Personal Style to the Mass Market," by Katrina Lake; "Strategy for Start-Ups," by Joshua Gans, Erin L. Scott, and Scott Stern; "Agile at Scale," by Darrell K. Rigby, Jeff Sutherland, and Andy Noble; "Operational Transparency," by Ryan W. Buell; "The Dual-Purpose Playbook," by Julie Battilana, Anne-Claire Pache, Metin Sengul, and Marissa Kimsey; "How CEOs Manage Time," by Michael E. Porter and Nitin Nohria; and "When No One Retires," by Paul Irving.

Managing people is fraught with challenges- even if you are a seasoned manager. Here's how to handle them. If you read nothing else on managing people, read these articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you maximize your employee's performance. This book will inspire you to: tailor your management styles to fit your people; motivate with more responsibility, not more money; support first-time managers; build trust by soliciting input; teach smart people how to learn from failure; build high-performing teams; and manage your boss. -- from Back Cover

Are analytics and technology a strategic part of your business? Artificial intelligence, platforms, algorithms, machine learning. Most business leaders know the value in advanced technologies. But how do you embed them into your business—and make them a key part of your strategy? HBR's 10 Must Reads Technology and Strategy Collection features innovative ideas to help you understand what new technologies offer, decide what business models are best for your business, and move forward with new innovations. Included in this seven-book set are: HBR's 10 Must Reads on AI, Analytics, and the New Machine Age HBR's 10 Must Reads on Business Model Innovation HBR's 10 Must Reads on Platforms and Ecosystems HBR's 10 Must Reads on Innovation HBR's 10 Must Reads on Design Thinking HBR's 10 Must Reads on Strategy HBR's 10 Must Reads on Strategy, Vol. 2 The collection includes seventy articles selected by HBR's editors from renowned thought leaders including Clayton

M. Christensen, W. Chan Kim, Renee Mauborgne, and Thomas H. Davenport, plus the indispensable article "Why Every Company Needs an Augmented Reality Strategy" by Michael E. Porter and James E. Heppelmann. With HBR's 10 Must Reads Technology and Strategy Collection, you can bridge the divide between your digital and strategic efforts, and ensure your business is on the cutting edge. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

Prepare for an uncertain future with a solid vision and innovative practices. Is your healthcare organization spending too much time on strategy--with too little to show for it? If you read nothing else on strategy, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones for healthcare professionals to help you catalyze your organization's strategy development and execution. Leading strategy experts, such as Michael E. Porter, Jim Collins, W. Chan Kim, and Renee Mauborgne, provide the insights and advice you need to: Understand how the rules of corporate competition translate to the healthcare sector Craft a vision for an uncertain future Segment your market to better serve diverse patient populations Achieve the best health outcomes--at the lowest cost Learn what disruptive innovation means for healthcare Use the Balanced Scorecard to measure your progress This collection of articles includes "What Is Strategy?" by Michael E. Porter; "The Five Competitive Forces That Shape Strategy," by Michael E. Porter; "Health Care Needs Real Competition," by Leemore S. Dafny and Thomas H. Lee; "Building Your Company's Vision," by Jim Collins and Jerry I. Porras; "Reinventing Your Business Model," by Mark W. Johnson, Clayton M. Christensen, and Henning Kagernann; "Will Disruptive Innovations Cure Health Care?" by Clayton M. Christensen, Richard Bohmer, and John Kenagy; "Blue Ocean Strategy," by W. Chan Kim and Renee Mauborgne; "Rediscovering Market Segmentation," by Daniel Yankelovich and David Meer; "The Office of Strategy Management," by Robert S. Kaplan and David P. Norton; and "The Strategy That Will Fix Health Care," by Michael E. Porter and Thomas H. Lee.

The best entrepreneurs balance brilliant business ideas with a rigorous commitment to serving their customers' needs. If you read nothing else on entrepreneurship and startups, read these 10 articles by experts in the field. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you build your company for enduring success. Leading experts and practitioners such as Clayton Christensen, Marc Andreessen, and Reid Hoffman provide the insights and advice that will inspire you to: Understand what makes entrepreneurial leaders tick Know what matters in a great business plan Adopt lean startup practices such as business model experimentation Be prepared for the race for scale in Silicon Valley Better understand the world of venture capital--and know what you'll get along with VC funding Take an alternative approach to entrepreneurship: buy an existing business and run it as CEO This collection of articles includes "Hiring an Entrepreneurial Leader," by Timothy Butler; "How to Write a Great Business Plan," by William A. Sahlman; "Why the Lean Start-Up Changes Everything," by Steve Blank; "The President

of SRI Ventures on Bringing Siri to Life," by Norman Winarsky; "In Search of the Next Big Thing," an interview with Marc Andreessen by Adi Ignatius; "Six Myths About Venture Capitalists," by Diane Mulcahy; "Chobani's Founder on Growing a Start-Up Without Outside Investors," by Hamdi Ulukaya; "Network Effects Aren't Enough," by Andrei Hagiu and Simon Rothman; "Blitzscaling," an interview with Reid Hoffman by Tim Sullivan; "Buying Your Way into Entrepreneurship," by Richard S. Ruback and Royce Yudkoff; and "The Founder's Dilemma," by Noam Wasserman. Business.

Stay on top of your leadership game. Leadership isn't something you're born with or gifted as a reward for an abundance of charisma; true leadership stems from core skills that can be learned. Get more of the leadership ideas you want, from the authors you trust, with HBR's 10 Must Reads on Leadership (Vol. 2). We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you maximize your own and your organization's performance. With insights from leading experts including Michael D. Watkins, Herminia Ibarra, and Michael E. Porter, this book will inspire you to: Identify areas for personal growth Build trust with and among your employees Develop a more dynamic and sophisticated communication style Try out different leadership styles and behaviors to find the right approach for you--and your organization Transform yourself from a problem solver to an agenda setter Harness the power of connections Become an adaptive and strategic leader This collection of articles includes "Leadership Is a Conversation," by Boris Groysberg and Michael Slind; "How Managers Become Leaders: The Seven Seismic Shifts of Perspective and Responsibility," by Michael D. Watkins; "Strategic Leadership: The Essential Skills," by Paul J.H. Schoemaker, Steve Krupp, and Samantha Howland; "The Authenticity Paradox," by Herminia Ibarra; "'Both/And' Leadership," by Wendy K. Smith, Marianne W. Lewis, and Michael L. Tushman; "Are You a Collaborative Leader?" by Herminia Ibarra and Morten T. Hansen; "Cross-Silo Leadership," by Tiziana Casciaro, Amy C. Edmondson, and Sujin Jang; "How CEOs Manage Time," by Michael E. Porter and Nitin Nohria; "The Best Leaders Are Great Teachers," by Sydney Finkelstein; "Nimble Leadership," by Deborah Ancona, Elaine Backman, and Kate Isaacs; and "The Focused Leader," by Daniel Goleman.

We've combed through the ideas, insights, and best practices from the past year of Harvard Business Review to help you get up to speed fast on the relevant ideas driving business today. Discover new ideas and sample the work from our vast cabinet of experts and their smart management thinking. Revisit these topics now to make sure you're incorporating the brightest, most up-to-date practices in your organization, or keep it as a reference to access these memorable pieces when you need them most. The collection includes articles on leadership, strategy, and innovation, as well as content to help you manage yourself and others. A year's worth of management wisdom, all in one place.--

A year's worth of management wisdom, all in one place. We've reviewed the ideas, insights, and best practices from the past year of Harvard Business Review to keep you up-to-date on the most cutting-edge, influential thinking driving business today. With authors from Michael E. Porter to Daniel Kahneman and company examples from P&G to Adobe, this volume brings the most current and important management conversations to your fingertips. This book will inspire you to: Reconsider what keeps your customers coming back Create visualizations that send a clear message Assess



how quickly disruptive change is coming to your industry Boost engagement by giving your employees the freedom to break the rules Understand what blockchain is and how it will affect your industry Get your product in customers' hands faster by accelerating your research and development phase This collection of articles includes "Customer Loyalty Is Overrated," by A.G. Lafley and Roger L. Martin; "Noise: How to Overcome the High, Hidden Cost of Inconsistent Decision Making," by Daniel Kahneman, Andrew M. Rosenfield, Linnea Gandhi, and Tom Blaser; "Visualizations That Really Work," by Scott Berinato; "Right Tech, Wrong Time," by Ron Adner and Rahul Kapoor; "How to Pay for Health Care," by Michael E. Porter and Robert S. Kaplan; "The Performance Management Revolution," by Peter Cappelli and Anna Tavis; "Let Your Workers Rebel," by Francesca Gino; "Why Diversity Programs Fail," by Frank Dobbin and Alexandra Kalev; "What So Many People Don't Get About the U.S. Working Class," by Joan C. Williams; "The Truth About Blockchain," by Marco Iansiti and Karim R. Lakhani; and "The Edison of Medicine," by Steven Prokesch.

You want the most important ideas on management all in one place. Now you can have them--in a set of HBR's 10 Must Reads, available as a 14-volume paperback boxed set or as an ebook set. We've combed through hundreds of Harvard Business Review articles on topics such as emotional in-

telligence, communication, change, leadership, strategy, managing people, and managing yourself and selected the most important ones to help you maximize your own and your organization's performance. The HBR's 10 Must Reads Ultimate Boxed Set includes 14 bestselling collections: HBR's 10 Must-Reads on Leadership; HBR's 10 Must-Reads on Emotional Intelligence; HBR's 10 Must-Reads on Managing Yourself; HBR's 10 Must-Reads on Strategy; HBR's 10 Must-Reads on Change Management; HBR's 10 Must-Reads on Managing People; HBR's 10 Must Reads: The Essentials; HBR's 10 Must-Reads on Communication; HBR's 10 Must-Reads on Managing Across Cultures; HBR's 10 Must-Reads on Strategic Marketing; HBR's 10 Must-Reads on Teams; HBR's 10 Must-Reads on Innovation; HBR's 10 Must-Reads on Making Smart Decisions; and HBR's 10 Must-Reads on Collaboration. The HBR's 10 Must Reads Ultimate Boxed Set makes a smart gift for your team, colleagues, or clients. HBR's 10 Must Reads series is the definitive collection of ideas and best practices for aspiring and experienced leaders alike. These books offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager. Each book is packed with advice and inspiration from leading experts such as Clayton Christensen, Peter Drucker, Rosabeth Moss Kanter, John Kotter, Michael Porter, Daniel Goleman, Theodore Levitt, and Rita Gunther McGrath.