



Managers Who Make A Difference: Sharpening Your Management Skills

T V Rao

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What qualities do you need to be a successful manager, and how can you develop the qualities you already possess? *Managers Who Make a Difference* examines how managers' perceptions about themselves shape their behaviour at work, and studies the ways in which people can translate their ambition, sense of purpose, perseverance, confidence, and resourcefulness into successful management. How can you train yourself to spot competences in others and build on them to create an effective team? How do you achieve the right balance between adherence to existing systems, and creative or experimental problem-solving? And do you have the people skills—the ability to network extensively and build trust-based relationships—required to be a leader? Richly illustrated with anecdotes and experiences of well-known managers, and with a broad array of tips and self-assessment tools to sharpen your management skills, this book is a must read for all practising and aspiring managers. The IIM Ahmedabad Business Books bring key issues in management and business to a general audience. With a wealth of information and illustrations from contemporary Indian businesses, these non-academic and user-friendly books from the faculty of IIM Ahmedabad are essential corporate reading.

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