



# Principles of General Management: The Art and Science of Getting Results Across Organizational Boundaries

*John L. Colley Jr.*

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Stop! If you have been looking for the one resource for managing a business of any size, this is it. Based on the extensive business experience of five experts, this authoritative guide provides an in-depth look at what every leader must know about managing across departments, functions, divisions, or companies.

Drawing on decades of combined experience, John Colley and colleagues detail the wide range of skills, tools, and conceptual understanding as well as the qualities of leadership that a successful general manager must acquire. In an era of specialization and specialists, the authors return due focus to the generalist. No other book so passionately and thoroughly examines the roles and responsibilities of the general manager and the full scope of this distinct, pressure-filled occupation. The authors explore the quantitative and qualitative aspects of the job and discuss how the skilled manager moves an organization from abstract goals to definitive action. For every profit center or plant manager, function head, division president, or CEO, this book is indispensable reading.

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