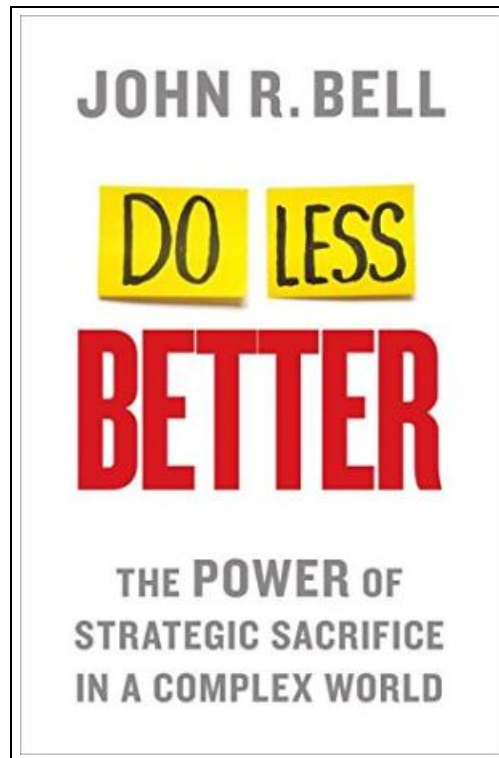


Do Less Better The Power of Strategic Sacrifice in a Complex World



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Reviews

This written book is great. I am quite late in start reading this one, but better then never. You will not really feel monotony at at any moment of your time (that's what catalogues are for about when you check with me).

(Abe Reichel DDS)

DO LESS BETTER THE POWER OF STRATEGIC SACRIFICE IN A COMPLEX WORLD



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Palgrave Macmillan. Hardcover. Condition: New. 240 pages. In *Do Less Better*, John Bell draws on personal experiences from his days in the C-suite and the boardrooms of his consulting clients. He culls his experience to make a convincing case that, in business, sacrifice is the surprising secret to successful focus and long-term viability. Business complexity has never been greater, but it is not the phenomenon itself but rather the inability to cut through the clutter that comes in the way of resurrecting clarity and coherence. Bell demonstrates how the best business strategies all require this sacrifice. He emphasizes, through case studies and personal anecdotes, the importance of specializing of a companys willingness to focus on a particular area, vision, or identity in order to create and maintain its value. According to Bell, the specialist always beats the generalist. Doing less, better ensures viability and strengthens a companys competitive edge. *Do Less Better* will teach business leaders how to keep their company nimblewilling and able to sacrifice and evolve in order to remain relevant and competitive. This smart sacrifice and nimblenessdumping a pet project thats not profitable anymore, taking your partners name off the door, altering some beloved company formulae, for examplecan be incredibly difficult. However, maintaining this prioritization of nimbleness is crucial as it gives you a hugely significant advantage over companies that are more reactive and slow-to-change. Bell shows business leaders how, in a corporation, you dont have to be an entrepreneur to think like one. But he also asserts that, in order to act like one, youll have to sacrifice your aversion to risk. Youll have to fight off certain strongly-help or sacred inclinations, such as the tendency to generalize rather than specialize and the desire to preserve and maintain (practices, products, ways of doing business) rather than sacrifice,...



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