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Managing Managing is Harold Geneen's story, of how he rose through executive positions until he became CEO of ITT, making ITT the greatest conglomerate in the world and almost defining the term 'multi-national'. ITT had over 250 profit centres and employed half a million people in 4 continents.

[Managing by Harold Geneen - Goodreads](#)

Harold Geneen, a world-renowned business manager in his day who turned a faltering ITT into a giant conglomerate dealing with everything from 'Wonder Bread' to Avis cars-while sales skyrocketed from \$766 million to \$22 billion. His management techniques were so successful that ITT was dubbed "Geneen University".

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Essentials of Management: by Harold Koontz and Heinz Wehrich. 10th ed. Chennai: Tata McGraw Hill Education, 2015, 540 pp., Rs. 647, ISBN: 978-9-3392-2286-4

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The Essential Elements for Managers by Harold Geneen - Leadership@LeadershipNow.com. HAROLD GENEEN 1910-1997. Harold Geneen inherited a stodgy telecommunications company when he was recruited for ITT's presidency in 1959—he then transformed it into a multinational conglomerate power-house, pumping up annual sales from \$766 million to \$22 billion over time.

The Essential Elements for Managers by Harold Geneen ...

While some have identified Harold Geneen as a tyrant with an egotistical bent for power, his book, *Managing*, written with Alvin Moscow, is full of valuable insight. To be fair, it's important to understand the events that shaped Geneen's personality. He was a product of the depression and it's well documented that people of the depression era were, by necessity, innovative and possessed an insatiable hunger for success.

Managing by Harold Geneen (1984-10-03): Harold Geneen ...

While some have identified Harold Geneen as a tyrant with an egotistical bent for power, his book, *Managing*, written with Alvin Moscow, is full of valuable insight. To be fair, it's important to understand the events that shaped Geneen's personality.

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This edition reveals just how much the management thinkers of our day, including Peter Drucker, W. Edwards Deming, and Peter Senge, owe to Maslow, and how much, at the dawn of the twenty-first century, management can still learn from his insights." -Andrea Gabor, author, The Man Who Discovered Quality.

Maslow on Management: Amazon.co.uk: Maslow, Abraham Harold ...

I've read maybe 100 business books, many on the subject of management, starting with Peter Drucker. This is the best of the lot. An easy read, with many principles that have a lifetime of shelf life. I've read the book numerous times over twenty years, and now, as a consultant, give it out on a continuous basis. I'm currently order another thirty.

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This book is an absolute gem. Best book on management that I have ever read. I finish everything I read. Most books on management are written by people who never managed anything and it shows. When I started reading this book, I knew immediately that I wanted to read this book, to learn from its wisdom and to finish it.

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If senior management has, through actions and words, clearly communicated the need for change, you must give the project 1 point. If senior executives appear to be neutral, it gets 2 or 3 points.

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