

# THE COMPETITIVE ADVANTAGE OF **COMMON SENSE**

*Using the  
Power You  
Already Have*

FERGUS O'CONNELL

# The Competitive Advantage Of Common Sense Using The Power You Already Have By

**Amir Hartman**



## **The Competitive Advantage Of Common Sense Using The Power You Already Have By:**

**The Competitive Advantage of Common Sense**, 2003 Smart businesspeople do dumb things Why They forget to apply the same common sense that works for them when they re not at work In *The Competitive Advantage of Common Sense* leading project management consultant Fergus O Connell identifies seven common sense principles for becoming dramatically more effective As O Connell points out even the most difficult business problems often have simple causes and simple solutions O Connell shows how those sometimes surprising solutions flow naturally from simple common sense From project estimating to working with technical specialists improving meetings to reducing interruptions he presents simple ideas simply and shows simple ways to apply them Taken together these simple ideas give you a powerful arsenal for overcoming virtually any business challenge

**Business Ethics in Biblical Perspective** Michael E. Cafferky, 2015-08-19 Michael Cafferky sets a new standard in the field of business ethics with this comprehensive textbook from a Christian perspective Using twelve biblical themes to evaluate contemporary ethical approaches and concerns he covers consumer behavior management accounting marketing corporate responsibility and more

**Decide & Conquer** Stephen P. Robbins, 2004 Robbins identifies the major roadblocks that stand in the way of making high quality decisions and shows readers exactly how to overcome them

**Ruthless Execution** Amir Hartman, 2004 Hartman author of the bestselling *NETREADY* identifies the central ingredients that help certain companies to get beyond the wall and thrive and shows how to instill these ingredients in an organization

It's Your Move Cyndi Maxey, Jill Bremer, 2004 From the coauthor of *Training from the Heart* comes a motivational book on living one s best life at home or at work

Going the Distance Kevin John Kennedy, Mary Moore, 2003 *Going the Distance* identifies eight key obstacles to the long term success of great businesses and shows exactly how to overcome them Former Cisco SVP Kevin Kennedy and leading consultant Mary Moore show how to assess corporate health and correct weaknesses in leadership strategy product marketplace alignment governance and more before it s too late *Going the Distance* provides a total framework for maintaining market leadership into the next generation

**The Truth About Managing People...And Nothing But the Truth** Stephen P. Robbins, 2003-06-11 This isn t just someone s opinion It s the first definitive evidence based guide to effective management In *The Truth About Managing People and Nothing but the Truth* Robbins delivers principles you can rely on throughout your entire management career regardless of your organization role or title This is a management book that cuts through the soft opinion and conjecture books that have dominated the business shelves in recent years and shows what management researchers know actually works or doesn t work when it comes to managing people Drawing on the author s 30 years of research and textbook writing experience Robbins has distilled the results of thousands of research studies on human behavior into over 60 proven truths that can transform how you manage people and the results that are achieved The author provides guidance to you organized around key human behavior related problem areas that managers face hiring motivation leadership communication team

building conflict management job design evaluating performance and coping with change along with guidance to help you apply the information and improve your managerial effectiveness

**Fame & Fortune** Charles J. Fombrun, C. B. M. van Riel, 2004 Companies with strong reputations are better able to attract customers investors and quality employees and to survive crises that would destroy weaker firms Fame and Fortune shows how to quantitatively measure your company's reputation estimate its business value and systematically enhance it over both the short and long term First you'll learn how to benchmark your firm's reputation against key rivals in six key areas ranging from product quality to emotional appeal Next you'll discover that the winners of global reputation surveys get to the top by following a set of core principles through which they build visibility distinctiveness consistency authenticity and transparency Then starting from where you are now you'll learn how to implement genuine corporate initiatives that strengthen two-way dialogue with all your stakeholders and build the reputational capital you will need to succeed and thrive Why reputations matter the proof in cold hard cash Quantifying the unquantifiable the value of your corporate image The reputation audit discovering where you stand Six key measures of your corporate reputation Using the Reputation Value Cycle to your advantage Creating a virtuous circle in which reputation enhances business corporate value Making it real the elements of trustworthiness Building and communicating authenticity consistency and transparency Standing apart from the crowd Improving your visibility and your distinctiveness How FedEx did it lessons for your organization Reputational best practices from a company built on trust Create quantifiable business value by building your company's reputation The definitive business reputation guide for every corporate officer strategist corporate communicator and marketing professional How to audit your reputation and benchmark your competitor An integrated approach that cuts across communications strategy marketing and organization Techniques for strengthening your reputation with investors customers partners regulators citizens and employees Includes detailed tools from the Reputation Institute's own StellarRep™ model the world's #1 reputation management toolkit Companies with great reputations do better on virtually every business metric Now you have unprecedented access to a roadmap for building the kind of reputation you need and deserve Drawing on unsurpassed experience and the field's best research two leading experts illuminate reputation management for executives business communicators marketers and strategists alike You'll first review the powerful business case for actively managing your reputation Next you'll realistically assess where you stand in areas ranging from product quality to financial strength vision to social responsibility discovering how to make the most of your strengths as you overcome your weaknesses The authors show that to improve reputation you have to improve visibility distinctiveness authenticity transparency and consistency throughout the enterprise not just in traditional silos like PR advertising or IR Want the powerful business value that arises from a world-class reputation One book will show you how to get it Fame and Fortune A strong reputation is an enduring source of competitive advantage In Fame and Fortune Fombrun and van Riel show how successful companies mobilize the support of employees consumers and investors to strengthen their

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