

Playing To Win

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a wall street journal and washington post bestseller a playbook for creating your company s winning strategy strategy is not complex but it is hard it s hard because it forces people and organizations to make specific choices about their future something that doesn t happen in most companies now two of today s best known business thinkers get to the heart of strategy explaining what it s for how to think about it why you need it and how to get it done and they use one of the most successful corporate turnarounds of the past century which they achieved together to prove their point a g lafley former ceo of procter gamble in close partnership

with strategic adviser roger martin doubled p g s sales quadrupled its profits and increased its market value by more than 100 billion in just ten years now drawn from their years of experience at p g and the rotman school of management where martin is dean this book shows how leaders in organizations of all sizes can guide everyday actions with larger strategic goals built around the clear essential elements that determine business success where to play and how to win the result is a playbook for winning lafley and martin have created a set of five essential strategic choices that when addressed in an integrated way will move you ahead of your competitors they are what is our winning aspiration where will we play how will we win what capabilities must we have in place to win what management systems are required to support our choices the stories of how p g repeatedly won by applying this method to iconic brands such as olay bounty gillette swiffer and febreze clearly illustrate how deciding on a strategic approach and then making the right choices to support it makes the difference between just playing the game and actually winning

explains how companies must pinpoint business strategies to a few critically important choices identifying common blunders while outlining simple exercises and questions that can guide day to day and long term decisions

winning at competitive games requires a results oriented mindset that many players are simply not willing to adopt this book walks players through the entire process how to choose a game and learn basic proficiency how to break through the mental barriers that hold most players back and how to handle the issues that top players face it also includes a complete analysis of sun tzu s book the art of war and its applications to games of today these foundational concepts apply to virtually all competitive games and even have some application to real life trade paperback 142 pages

learn how to win more often and have more fun playing pool book covers the mental and strategic elements required to become a winner

a wall street journal and washington post bestseller a playbook for creating your company s winning strategy now also includes two hbr articles by the authors strategy is not complex but it is hard it s hard because it forces people and organizations to make specific choices about their future something that doesn t happen in most companies in this contemporary business classic now with a foreword from former harvard business review editor in chief adi ignatius and new articles providing fresh insights two of today s most respected business thinkers explain what strategy is for how to think about it and how to get it done and they use one of the most successful corporate turnarounds of the past century which they achieved together to prove their point the result is a playbook for winning at its core is a set of five integrated and essential strategic choices what is our winning aspiration where will we play how will we win what capabilities must we have in place to win what management systems are required to support our choices the authors tell rich stories of iconic p g brands such as olay bounty gillette and more to clearly illustrate how deciding on a strategic approach and then making the right choices to support it makes the difference between just playing the game and actually

winning

the must read summary of a g lafley and roger l martin s book playing to win how strategy really works this complete summary of the ideas from a g lafley and roger l martin s book playing to win explains that strategy involves making simple choices in their book the authors highlight the questions that you need to answer in order to develop a winning strategy that is viable actionable and sustainable added value of this summary save time understand key principles expand your business knowledge to learn more read playing to win and find out how you can develop the best strategy and stay on top

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quiz your family at home with crosswords puzzles and games a one stop practical guide on how to play and master the fascinating and rewarding game of bridge with expert advice throughout from andrew robson the times bridge correspondent the world s most famous and successful player and teacher of bridge

it has often occurred to the author that there are two principal defects in the existing treatises on the game of whist the one that the principles of play are in general laid down as so many isolated and arbitrary conventions the reasons upon which such principles are based being seldom if at all and scarcely ever fully stated the other that suitable illustrations by which alone the principles can be brought forcibly home and fixed in the memory are almost entirely wanting the present work is an attempt to supply these deficiencies with regard to the latter the author feels that nothing in point of illustration of principles can be so instructive as a selection of hands played completely through and accompanied by copious explanations the idea it is believed as applied to whist is a new one though a similar plan has long been in use in treatises on chess it has not been deemed necessary to occupy space by detailing the mode of playing and of scoring as this information can be readily acquired at the table the reader is therefore credited with this elementary knowledge and is conducted at once to the general principles which he is advised to consider carefully before proceeding to the hands

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