

Read Book

Strategy

**Strategy  
Beyond  
The Hockey  
Stick  
Probabilities  
And Big Moves  
People Pro  
babilities  
And Big  
Moves To  
Beat The**

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probabilities and  
big moves to beat  
the odds

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Beyond The

Strategy Beyond  
the Hockey Stick

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Strategy Beyond

The Hockey Stick

[Book Review] How

is "Strategy

Beyond the Hockey

Stick" different?

MaRS Best

Practices - Beyond

the Hockey

Stick—The Art of

Realistic

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Forecasting  
Strategy Beyond  
the Hockey Stick  
(Audiobook) by  
Chris Bradley,  
Martin Hirt, Sven  
Smit **Strategy  
Beyond the  
Hockey Stick.  
People,  
Probabilities,  
and Big Moves to  
Beat the Odds**

*#200 Unleashing*

*Page 8/102*



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*the Potential of  
FP\u0026A - The  
Hockey Stick  
People  
Beyond  
the Hockey Stick*

**Can a hockey  
stick be too  
light? CCM  
Trigger 5 Pro  
review McKinsey  
Insights | Sven  
Smit speaks  
about 'Strategy  
Beyond The  
Hockey Stick'**

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## **How to Select Hockey Stick Lie**

*5 things EVERY  
hockey player  
should know about  
sticks before  
buying How to  
choose your  
hockey stick flex  
and curve NHL  
players tape their  
stick (tutorial) |  
feat. Laine, Kane,  
Kucherov \u0026*

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*Eichel* what is the  
BEST hockey stick  
for under \$100

dollars **Is life as a  
McKinsey, BCG or  
Bain consultant  
glamorous?**

*McKinsey Careers:  
Life as a business  
analyst Trying a 60  
Flex Stick at Pick-  
Up - BattleMode  
Review Why Your  
CEO Hired*

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*McKinsey The  
Consultants Cheap  
hockey skates VS  
expensive skates -  
What's the  
difference NHL  
stars using wooden  
sticks? How to  
select a hockey  
stick. Phil Roper  
Great Britain  
Captain Chris  
Bradley: The Power  
Curve explained*

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Hockey Sticks and  
Hairy Backs  
explained What is  
the Power Curve?

ASKED \u0026

ANSWERED:

Hockey Stick Lie

\u0026 Flex Hockey  
Stick Graph & Shifts  
to Unlock Strategy.

Shift 5: From

\\"Budget Inertia\\"

to \\"Liquid

Resources\\"

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Hockey Stick  
Principles 101 8  
Shifts to Unlock  
Strategy. Shift 4:  
From “Approving  
Budgets”...to  
“Making Big  
Moves.” **Strategy**

**Beyond The  
Hockey Stick**

McKinsey &  
Company’s newest,  
most definitive,  
and most

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irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. Strategy Beyond the Hockey Stick is spearheading an empirical

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revolution in the field of strategy. Based on an extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that ...

## **Strategy Beyond**

*Page 16/102*



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**the Hockey Stick:  
People,  
Probabilities ...**

Strategy Beyond  
the Hockey Stick  
provides a  
roadmap for  
strategic evolution  
and a toolkit for  
identifying big  
moves that will  
take already strong  
organizations to  
the next level of

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performance.”

“This book is fundamental—I have seen hockey sticks in business plans more than I like to admit.

## **Strategy Beyond the Hockey Stick | McKinsey**

Strategy Beyond  
the Hockey Stick is  
definitely not a

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Popular business book intended for a general audience, but for strategy consultants or executives working in corporate strategy (at Fortune 500 firms). McKinsey has collected a lot of data on corporate performance over the years.

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Beyond The

**Strategy Beyond  
the Hockey Stick:  
People,**

**Probabilities...**

Strategy Beyond  
the Hockey Stick:  
People,

Probabilities, and  
Big Moves to Beat  
the Odds. Owen

Exec. June 13,  
2019. Strategy

Beyond the Hockey

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Stick: People,  
Probabilities, and  
Big Moves to Beat  
the Odds. Owen

Exec. June 13,

2019. By: Chris  
Bradley, Martin  
Hirt, Sven Smit

26-MINUTE AUDIO /  
3,400 WORDS (10  
PAGES)

**Strategy Beyond  
the Hockey Stick:**

*Page 21/102*

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## **People, The Probabilities ...**

McKinsey &  
Company's newest,  
most definitive,  
and most  
irreverent book on  
strategy—which  
thousands of  
executives are  
already using—is a  
must-read for all C-  
suite executives  
looking to create

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winning corporate strategies. Strategy Beyond the Hockey Stick is

spearheading an empirical revolution in the field of strategy.

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global companies,  
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ground-breaking  
formula that ...

Probabilities

**Amazon.com:**  
**Strategy Beyond  
the Hockey Stick:  
People ...**

A strategy “beyond  
the hickey stick”  
must be developed  
in the realm of  
actual behavior



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rather than — as so often is the case — in the realm of what is theoretical and anecdotal.

**Strategy Beyond the Hockey Stick: A book review by Bob ...**

McKinsey & Company's newest, most definitive, and most

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**Strategy Beyond  
the Hockey Stick:  
People ...**

A good strategy is still hard to shape, but you can at least greatly increase your chances of understanding how close it is to a likely winner. Martin Hirt is a senior partner in our Greater

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China office and co-author of Strategy Beyond the Hockey Stick with Sven Smit and Chris Bradley. Originally published on LinkedIn.

## Odds

**How to create a real hockey stick strategy | McKinsey ...**  
Strategy Beyond

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the Hockey Stick is spearheading an empirical revolution in the field of strategy.

Based on an extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking

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formula that enables you to objectively assess your strategy's real odds of future success.

## **Buy Strategy Beyond the Hockey Stick: People ...**

Beat the odds with a bold strategy We've all

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seen hockey stick business plans before. A future where results sail confidently upward, but with a dip coinciding with next year's budget. CEOs usually rely on their experience and business smarts to figure out which of those hockey sticks are



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real, and which are  
fake.

Hockey Stick

**Strategy Beyond  
the Hockey Stick  
door Chris  
Bradley ...**

This focus on  
people and teams  
piqued our interest  
in Strategy Beyond  
the Hockey Stick:  
People,  
Probabilities, and

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Big Moves to Beat the Odds, a new book by McKinsey partners Chris Bradley, Martin Hirt, and Sven Smit.

## **Romulus Reads: 3 Takeaways on the Social Side of Strategy ...**

Access a free  
summary of

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Strategy Beyond  
the Hockey Stick,  
by Chris Bradley et  
al. and 20,000  
other business,  
leadership and  
nonfiction books on  
getAbstract.

Odds

**Strategy Beyond  
the Hockey Stick  
Free Summary  
by Chris ...**

Strategy Beyond

*Page 35/102*

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the Hockey Stick is about unlocking big moves--because that is what it takes to beat the odds in business. Anchored in empirical evidence from thousands of companies, it reveals what really matters--and what does not--for exceptional

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Strategy

performance.

Hockey Stick

**Strategy Beyond  
the Hockey Stick**

**: Chris Bradley ...**

Strategy Beyond  
the Hockey Stick

This book, written  
by three leaders in  
McKinsey's

Strategy Practice,  
seeks to address  
the problems of  
poor strategy

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Strategy

execution that  
McKinsey has seen  
in many large  
companies.

Probabilities

**Strategy Beyond  
the Hockey Stick  
| Lark Research**

One outcome of  
these dynamics is  
the hockey stick  
projection,  
confidently  
showing future

# Read Book Strategy

Success after the all-too-familiar dip based on the first year's investment. Yet, more often than not, this projection fails to materialize, leading to a new hockey-stick strategy being proposed the following year.

## **How CEOs Can**

*Page 39/102*

# Read Book Strategy

## **Spot A Genuine 'Hockey Stick' Strategy**

Strategy Beyond the Hockey Stick is about unlocking big moves—because that is what it takes to beat the odds in business. Anchored in empirical evidence from thousands of companies, it



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reveals what really matters—and what does not—for exceptional performance.

**Strategy Beyond  
the Hockey Stick:  
People,  
Probabilities ...**

What listeners say  
about Strategy  
Beyond the Hockey  
Stick. Average

*Page 41/102*

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customer ratings.

Overall. 4.5 out of  
5 stars 4.4 out of  
5.0 5 Stars 6 4

Stars 2 3 Stars 2 2  
Stars 0 1 Stars 0

Performance. 4.5  
out of 5 stars 4.6  
out of 5.0 5 Stars 6  
4 Stars ...

Beat the odds with

*Page 42/102*

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a bold strategy from McKinsey & Company “Every once in a while, a genuinely fresh approach to business strategy appears” –

legendary business professor Richard Rumelt, UCLA  
McKinsey & Company’s newest, most definitive,

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Beyond The Hockey Stick is an irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. Strategy Beyond the Hockey Stick is spearheading an

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empirical The  
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People  
Based on an  
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that drove the long-  
Odds  
term performance  
of thousands of  
global companies,  
the book offers a  
ground-breaking  
formula that  
enables you to

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objectively assess your strategy's real odds of future success. "This book is fundamental.

The principles laid out here, with compelling data, are a great way around the social pitfalls in strategy development." —

Frans Van Houten,  
CEO, Royal Philips

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N.V. The authors have discovered that over a 10-year period, just 1 in 12 companies manage to jump from the middle tier of corporate performance—where 60% of companies reside, making very little economic profit—to the top quintile where 90% of

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global economic profit is made. This movement does not happen by magic—it depends on your company's current position, the trends it faces, and the big moves you make to give it the strongest chance of vaulting over the competition. This is



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not another  
strategy  
framework. Rather,  
Strategy Beyond  
the Hockey Stick  
shows, through  
empirical analysis  
and the  
experiences of  
dozens of  
companies that  
have successfully  
made multiple big  
moves, that to

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dramatically  
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facts of what it  
takes to move a  
company’s

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performance, combined with practical advice on how to deal with real-life dynamics in management teams.” —Jane Fraser, CEO, Citigroup Latin America

Beat the odds with a bold strategy from McKinsey &

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Company “Every once in a while, a genuinely fresh approach to business strategy appears” – legendary business professor Richard Rumelt, UCLA McKinsey & Company’s newest, most definitive, and most irreverent book on

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framework. Rather, Strategy Beyond the Hockey Stick shows, through empirical analysis and the experiences of dozens of companies that have successfully made multiple big moves, that to dramatically improve

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performance, you have to overcome incrementalism and corporate inertia. “A different kind of book—I couldn’t put it down. Inspiring new insights on the facts of what it takes to move a company’s performance, combined with

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practical advice on how to deal with real-life dynamics in management teams.” —Jane Fraser, CEO, Citigroup Latin America

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Beat the odds with a bold strategy from McKinsey & Company “Every once in a while, a

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professor Richard  
Rumelt, UCLA  
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Company’s newest,  
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extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that enables you to objectively assess your strategy's real odds of future success. "This book

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Beyond The Hockey Stick People Probabilities And Big Moves To Beat The Odds  
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experiences of  
dozens of  
companies that  
have successfully  
made multiple big  
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Incrementalism  
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performance,  
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practical advice on  
how to deal with

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real-life dynamics  
in management  
teams.” —Jane  
Fraser, CEO,  
Citigroup Latin  
America

While growth is a  
top priority for  
companies of all  
sizes, it can be  
extremely difficult  
to create and main  
tain—especially in

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today's competitive business environment. The Granularity of Growth will put you in a better position to succeed as it reveals why growth is so important, what enables certain companies to grow so spectacularly, and

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How to ensure that growth comes from multiple sources as you take both a broad and a granular view of your markets.

What if every successful start-up followed a predictable pattern, and by knowing that

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pattern ahead of time, you could be more successful? In *The Hockey Stick People: Principles, business consultant Bobby Martin shares his study of more than 100 new businesses, from Lending Tree to Under Armour to iContact, to show that every one of*



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them has had a "hockey stick" growth history, starting with a tinkering period, moving through the daunting "blade years" before finally making it to the crucial inflection point that precedes surging growth. In this simple but

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Incredibly helpful book, Martin takes us through each of those four stages of the hockey stick pattern, giving us a road map that will help any entrepreneur navigate the inevitable ups and downs of their business's early years.

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Beyond The

An accessible  
guide to the

essential issues of  
corporate finance

While you can find  
numerous books

focused on the

topic of corporate  
finance, few offer

the type of  
information

managers need to  
help them make

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important decisions day in and day out. Value explores the core of corporate finance without getting bogged down in numbers and is intended to give managers an accessible guide to both the foundations and applications of corporate finance.

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Filled with in-depth insights from experts at McKinsey & Company, this reliable resource takes a much more qualitative approach to what the authors consider a lost art. Discusses the four foundational principles of

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corporate finance  
Effectively applies  
the theory of value  
creation to our  
economy Examines  
ways to maintain  
and grow value  
through mergers,  
acquisitions, and  
portfolio  
management  
Addresses how to  
ensure your  
company has the

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right governance, performance measurement, and internal discussions to encourage value-creating decisions. A perfect companion to the Fifth Edition of Valuation, this book will put the various issues associated with corporate finance

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in perspective.

**Hockey Stick  
People  
Probability  
And Big Moves  
To Beat The  
Odds**

A member of the Inter-governmental Panel on Climate Change examines the fossil-fuel industry's public relations campaign to discredit the science of climate change and deny the reality of global warming.



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Strategy

Beyond The

Complex problem solving is the core skill for 21st

Century Teams

Complex problem solving is at the very top of the list

of essential skills for career

progression in the modern world. But how problem

solving is taught in

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Strategy

our schools,  
universities,  
businesses and  
organizations  
comes up short. In  
Bulletproof  
Problem Solving:  
The One Skill That  
Changes

Everything you'll  
learn the seven-  
step systematic  
approach to  
creative problem

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Solving developed  
in top consulting  
firms that will work  
in any field or  
industry, turning  
you into a highly  
sought-after  
bulletproof  
problem solver who  
can tackle  
challenges that  
others balk at. The  
problem-solving  
technique outlined

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in this book is based on a highly visual, logic-tree method that can be applied to everything from everyday decisions to strategic issues in business to global social challenges. The authors, with decades of experience at

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McKinsey and Company, provide 30 detailed, real-world examples, so you can see exactly how the technique works in action. With this bulletproof approach to defining, unpacking, understanding, and ultimately solving

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problems, you'll have a personal superpower for developing compelling solutions in your workplace.

Discover the time-tested 7-step technique to problem solving that top consulting professionals employ Learn how

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a simple visual system can help you break down and understand the component parts of even the most complex problems

Build team brainstorming techniques that fight cognitive bias, streamline workplanning, and speed solutions

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Know when and how to employ modern analytic tools and techniques from machine learning to game theory  
Learn how to structure and communicate your findings to convince audiences and compel action  
The secrets



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revealed in The  
Bulletproof  
Hockey Stick  
Problem Solving  
People  
will transform the  
way you approach  
problems and take  
you to the next  
level of business  
and personal  
success.

Solving complex  
problems and  
selling their

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Solutions is critical for personal and organizational success. For most of us, however, it doesn't come naturally and we haven't been taught how to do it well. Research shows a host of pitfalls trips us up when we try: We're quick to believe we

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Understand a situation and jump to a flawed solution. We seek to confirm our hypotheses and ignore conflicting evidence. We view challenges incompletely through the frameworks we know instead of with a fresh pair of

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eyes. And when we communicate our recommendations, we forget our reasoning isn't obvious to our audience. How can we do it better? In *Cracked It!*, seasoned strategy professors and consultants Bernard Garrette, Corey Phelps and

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## Strategy

Olivier Sibony present a rigorous and practical four-step approach to overcome these pitfalls. Building on tried-and-tested (but rarely revealed) methods of top strategy consultants, research in cognitive psychology, and

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the latest advances in design thinking, they provide a step-by-step process and toolkit that will help readers tackle any challenging business problem.

Using compelling stories and detailed case examples, the authors guide readers through

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each step in the process: from how to state, structure and then solve problems to how to sell the solutions. Written in an engaging style by a trio of experts with decades of experience researching, teaching and consulting on

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complex business problems, this book will be an indispensable manual for anyone interested in creating value by helping their organizations crack the problems that matter most.

How to close the gap between



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strategy and execution Two-thirds of executives say their organizations don't have the capabilities to support their strategy. In Strategy That Works, Paul Leinwand and Cesare Mainardi explain why. They

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identify  
conventional  
business practices  
that unintentionally  
create a gap  
between strategy  
and execution. And  
they show how  
some of the best  
companies in the  
world consistently  
leap ahead of their  
competitors. Based  
on new research,

*Page 98/102*

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the authors reveal five practices for connecting strategy and execution used by highly successful enterprises such as IKEA, Natura, Danaher, Haier, and Lego. These companies:

- Commit to what they do best instead of chasing

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## Strategy

multiple opportunities •  
Build their own  
unique winning  
capabilities instead  
of copying others •  
Put their culture to  
work instead of  
struggling to  
change it • Invest  
where it matters  
instead of going  
lean across the  
board • Shape the

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future instead of reacting to it. Packed with tools you can use for building these five practices into your organization and supported by in-depth profiles of companies that are known for making their strategy work, this is your guide for reconnecting

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strategy to  
execution.

People

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