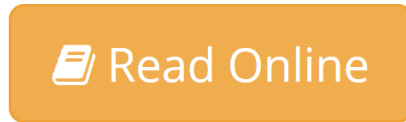


Management: Leading & Collaborating in a Competitive World

By Thomas S Bateman, Scott A Snell



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Bateman/Snell/Konopaske Management: Leading and Collaborating in a Competitive World remains on the cutting edge of topical coverage and draws from a wide variety of subject matter, sources, and personal experience with a special emphasis on themes throughout the product such as real results, ethics, cultural considerations, and leadership and collaboration. The mission of the product is to inform, instruct and inspire. It informs by providing descriptions of the important concepts and practices of modern management. It instructs by describing how you can take action on the ideas discussed. And it inspires not only by writing in an interesting and optimistic way, but also by providing a real sense of the opportunities ahead of you. Bateman/Snell/Konopaske's results-oriented and student-friendly approach are unique hallmarks of this textbook. In this ever more competitive environment there are six essential types of performance, on which the organization beats, equals, or loses to the competition which are **cost, quality, speed, innovation, service and sustainability**. These six performance dimensions, when done well, deliver value to the customer and competitive advantage to you and your organization. Bateman/Snell/Konopaske remind students of these six dimensions and their impact on the "bottom line" with marginal icons contributing to the **leadership and collaboration theme**, which is the key to successful management. People working with one another, rather than against, is essential to competitive advantage.

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Bibliography

- Rank: #1232 in Books
- Published on: 2016-01-21
- Original language: English
- Dimensions: 11.20" h x 1.20" w x 9.00" l,
- Binding: Hardcover
- 720 pages

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Editorial Review

About the Author

Scott Snell received his BA in psychology from Miami University, as well as MBA and PhD in Business Administration from Michigan State University. He is a professor of Business Administration at the University of Virginia's Darden Graduate School of Business. Prior to joining Darden faculty he was professor and director of executive education at Cornell's University's Center for Advanced Human Resource Studies and a professor of management in the Smeal College of Business at Penn State University. He was recently listed among the top 100 most-cited authors in scholarly journals of management.

Thomas Bateman received his PhD in Business Administration from Indiana University. He is Bank of America professor and management area coordinator in the McIntire School of Commerce at the University of Virginia. He also taught at Kenan-Flagler Business School of The University of North Carolina to undergraduates, MBA students, PhD students, and practicing managers. He also taught for two years in Europe as a visiting professor at the Institute of Management Development (IMD), one of the world's leaders in design and delivery of executive education. Professor Bateman is an active management researcher, writer, and consultant.

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