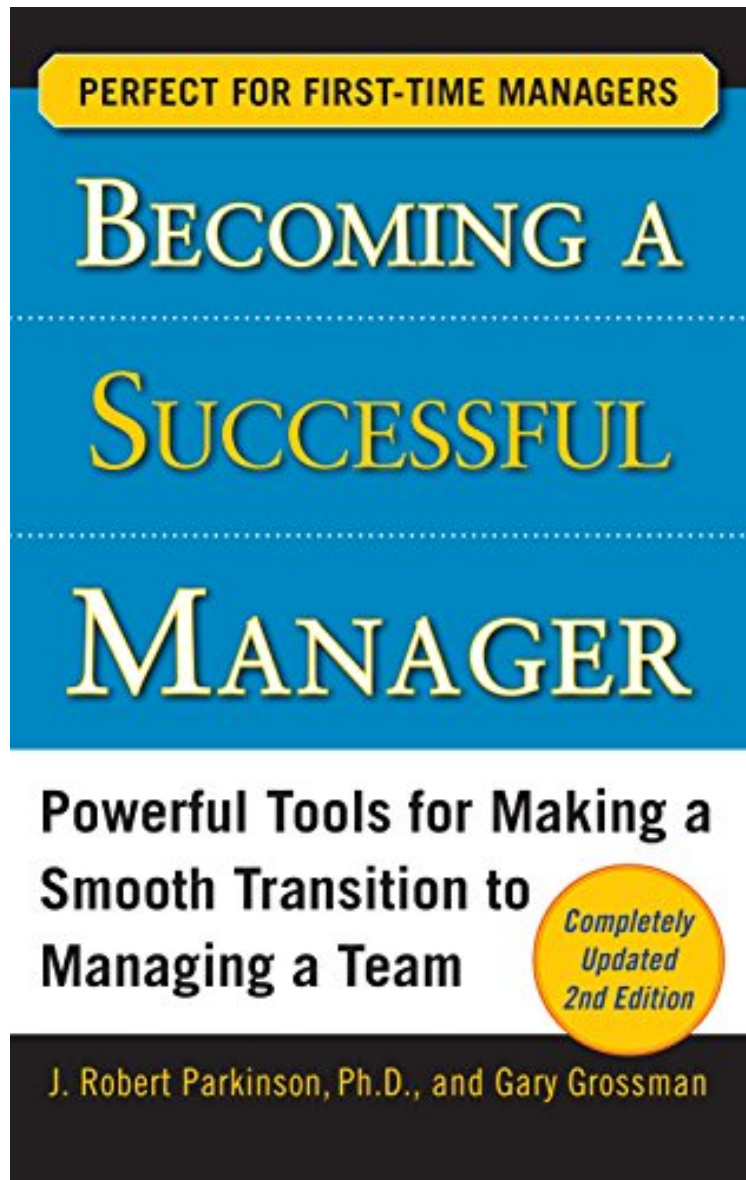


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Becoming a Successful Manager, Second Edition

J. Robert Parkinson, Gary Grossman

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Being promoted to manager is exciting and rewarding. However, it imposes a major responsibility, because of the influence and impact you now have on the lives of many people. If you carry out the job with care, you will fulfill your responsibilities effectively. *Becoming a Successful Manager* employs a teaching approach we call "The Discovery Method." Through practical exercises and thought-provoking questions, you discover how to effectively manage others as successfully as you have managed yourself. While reading this book, you will feel like a mentor is by your side coaching you through difficult experiences and patting you on the back when you need it.

About the Author Gary Grossman is the President and CEO of Venn Strategy Group, which helps companies map and measure accountability within client organizations. He is an international consultant and trainer with expertise in using business intelligence and technology to build an integrated performance management culture. His clients have included several well known companies including Coca-Cola, Epson, and Avery Dennison. Jack H. Grossman, Ph.D., was a psychologist, management consultant, and professor emeritus at DePaul University's Kellstadt Graduate School of Business. J. Robert Parkinson, Ph.D., serves on the faculty at Northwestern University. He is a consultant, trainer, and coach specializing in effective communications for major corporations, professional associations, and government agencies. He has hosted several radio programs and conducts seminars and personal coaching/counseling sessions in relationship building, management practices, and communication techniques.