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coauthor of *Solution Selling: How to Help Your People Bring Great Ideas to Life* (Harvard Business Review Press, March 2013)

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A version of this article appeared in the July – August 2012 issue of Harvard Business Review. Brent Adamson is the principal executive adviser of CEB 's sales practice.

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Solutions model and methods of Meta-Leadership. They show you how to understand what is happening during a moment of crisis and change, what to do about it, and how to hone these skills to lead high-performing teams. Then, when crisis hits, you can pivot to be the leader people follow when it matters most. A book for turbulent times, You're It is essential reading for anyone preparing to lead an adaptive team through crisis and change.

Case method teaching immerses students in realistic business situations--which include incomplete information, time constraints, and conflicting goals. The class discussion inherent in case teaching is well known for stimulating the development of students' critical thinking skills, yet instructors often need guidance on managing that class discussion to maximize learning. Teaching with Cases focuses on practical advice for

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The new M&A bible. Few actions can change the value of a company—and its competitive future—as quickly and

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dramatically as an acquisition. Yet most companies fail to create shareholder value from these deals, and in many cases they destroy it. It doesn't have to be this way. In *The Synergy Solution*, Deloitte's Mark Sirower and Jeff Weirens show acquirers how to develop and execute an M&A strategy—end to end—that not only avoids the pitfalls that so many companies fall into but also creates real, long-term shareholder value. This strategy includes how to:

- Become a prepared "always on" acquirer
- Test the investment thesis and DCF valuation of a deal
- Plan for a successful Announcement Day, and properly communicate synergy promises to investors and other stakeholders
- Realize those promised synergies through integration planning and post-close execution
- Manage change and build a new, combined organization

Sirower and Weirens provide invaluable background to those considering

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M&A, laying out the issues they have to consider, how to analyze them, and how to plan and execute the deal effectively. They also show those who have already started the process of M&A how to maximize their chances of success. There's an art and a science to getting mergers and acquisitions right, and this powerful book provides the insights and strategies acquirers need to find success at every stage of an often complex and perilous process.

Historian David Moss adapts the case study method made famous by Harvard Business School to revitalize our conversations about governance and democracy and show how the United States has often thrived on political conflict. These 19 cases ask us to weigh choices and consequences, wrestle with momentous decisions, and come to our own conclusions.

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