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This was a great primer and one of the  
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Management so far. As it should be considering that it's published by the Harvard Business Review and it was more expensive than I would ever normally like to spend on a book. That said, I think that this is better for beginners than any other book that I've come across.

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prospects Avoid the pitfalls that could  
derail your search Understand why a  
"dull" business might be the best  
investment Negotiate a potential deal with  
the seller Avoid deals that fall through at  
the last minute

Guiding MBAs into the Nonprofit Sector

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As interest in nonprofit sector careers grows among MBA students and MBAs further along in their careers, the number of interesting opportunities and the need for MBA skills in this sector also continues to spiral upward. Yet MBA students and alums have experienced frustration with the job search process in

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this field. The Harvard Business School Guide to Careers in the Nonprofit Sector is a great resource for newly minted MBAs and alums interested in entering the nonprofit sector - whether as full-time managers, board members, or volunteers. Tapping the career histories of thirty-four Harvard Business School alums who have

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carved out successful and personally rewarding lives in the nonprofit sector, Stephanie Lowell has created a resource that is both inspirational and practical.

Topics covered include: nonprofit subsector overviews with descriptions of key roles and positions for MBAs the pros and cons of a nonprofit career managing



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environment, foundations, government, health care, international aid and economic development, social services, social purpose businesses, and socially responsible business/corporate community relations.

Following the Road Map to Your Next Job

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As fast as the business world is changing, so is the search for the right job. Forces such as the changing nature of the employee/employer contract, globalization, consolidation, the quest for worklife balance, an ever-changing workplace, and lack of job security mean more managers are looking for new jobs

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more often. Yet developing and managing an effective job search can present a daunting task for the most experienced managers. Whether searching for a new job or just considering a change, The Harvard Business School Guide to Finding Your Next Job offers a road map for job search planning and execution. Written by

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Bob Gardella, Assistant Director of Alumni Career Services at Harvard Business School, the guide covers all the key elements of the job search process- from creating a resume to dealing with the emotional side of job loss, from using references effective to staying motivated, and from using various search strategies to

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negotiating job offers. Practical direction is given for allocating time effectively and focusing on job search activities that are more likely to be successful. Concise and comprehensive, The Harvard Business School Guide to Finding Your Next Job puts the vast job search literature in perspective for experienced managers and

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news--it's a necessity. Despite the  
widespread threat of disruption, many  
large companies in traditional industries  
have succeeded at digitizing their  
businesses in truly transformative ways.

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The New York Times, formerly a bastion of traditional media, has created a thriving digital product behind a carefully designed paywall. Best Buy has transformed its business in the face of Amazon's threat. John Deere has formed a data-analysis arm to complement its farm-equipment business. And Goldman Sachs and many



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others are using digital technologies to reimagine their businesses. In *Driving Digital Strategy*, Harvard Business School professor Sunil Gupta provides an actionable framework for following their lead. For over a decade, Gupta has studied digital transformation at Fortune 500 companies. He knows what works and

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what doesn't. Merely dabbling in digital or launching a small independent unit, which many companies do, will not bring success. Instead you need to

fundamentally change the core of your business and ensure that your digital strategy touches all aspects of your organization: your business model, value

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chain, customer relationships, and company culture. Gupta covers each aspect in vivid detail while providing navigation tips and best practices along the way. Filled with rich and illuminating case studies of companies at the forefront of digital transformation, *Driving Digital Strategy* is the comprehensive guide you

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need to take full advantage of the limitless opportunities the digital age provides.

Most managers today understand the value of building a learning organization. Their goal is to leverage knowledge and make it a key corporate asset, yet they remain uncertain about how best to get started.

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What they lack are guidelines and tools that transform abstract theory—the learning organization as an ideal—into hands-on implementation. For the first time in *Learning in Action*, David Garvin helps managers make the leap from theory to proven practice. Garvin argues that at the heart of organizational learning lies a set

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of processes that can be designed, deployed, and led. He starts by describing the basic steps in every learning process—acquiring, interpreting, and applying knowledge—then examines the critical challenges facing managers at each of these stages and the various ways the challenges can be met. Drawing on

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Named one of the best strategy books of 2021 by *strategy+business*, *Get to Better*, a more effective strategy. In nearly every business segment and corner of the world economy, the most successful companies dramatically outperform their rivals. What is their secret? In *Better, Simpler Strategy*, Harvard Business School professor Felix

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success—the customer's willingness-to-pay and the employee's willingness-to-sell their services to the business. Companies that win, Oberholzer-Gee shows, create value for customers by raising their willingness-to-pay, and they provide value for talent by lowering their willingness-to-sell. The approach, proven in practice, is

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important thing you do as a leader: build others up. Leadership isn't about you. It's about how effective you are at empowering other people—and making sure this impact endures even in your absence. As Frei and Morriss show through inspiring stories from ancient Rome to present-day Silicon Valley, the

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origins of great leadership are found, paradoxically, not in worrying about your own status and advancement, but in the unrelenting focus on other people's potential. Unleashed provides radical advice for the practice of leadership today. Showing how the boldest, most effective leaders use a special combination of trust,

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Scores of books and articles have been written in the popular press and

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mainstream marketplace about leadership: who leaders are, what they do, and why they matter. Yet in academia, there is a dearth of rigorous research, journal articles, or doctoral programs focused on leadership as a discipline. Why do top business schools espouse mission statements that promise to "educate the

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