



Management by Permission: Managing People in the 21st Century (Management for Professionals)

Tony McNulty, Robin Marks

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This book shows that in today's business world managers can only successfully lead with the active cooperation and consent of their staff. It presents a practical, four-pronged approach to successful management, drawing on the authors' combined research, consulting and managerial experience in more than twenty countries. Once a manager gets the four main ingredients right – (1) getting things under control; (2) establishing expectations; (3) running interference; and (4) developing people – everything else falls into place. Far from being unpleasant and stressful, managing others becomes rewarding and even fun. The book concludes by explaining how to use the four ingredients to ensure that your own manager is also managing you effectively.

"If you have time for only one management book in your life, Management by Permission would be an outstanding choice."

Greg Thompson, President, Markel Specialty

"In this readable and practical book the authors spell out the key challenges facing managers and how they can address them. The central question is how you win permission to manage – in straightforward language this book shows you how."

Rob Goffee, Emeritus Professor, London Business School

"A page-turner ... a strong candidate for 'Management Book of the Year.'"

Professor Stephen J. Perkins, Dean, London Guildhall Faculty of Business & Law

"A 'must read' for anyone on the line management ladder."

Dr Janine-Nicole Desai, Regional HR Director, Hilton Worldwide



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