

Changing the Rules for Pivotal Times

RED ZONE

MANAGEMENT



PROJECT MANAGEMENT FOR
THE EXECUTIVE SUITE

Dutch Holland, Ph.D.

Red Zone Management Changing The Rules For Pivotal Times

Puja Mehta

A decorative graphic element consisting of a light blue horizontal bar with a rounded right end, and a red circular glow behind it.

Red Zone Management Changing The Rules For Pivotal Times:

Red Zone Management Winford E. Holland, 2001 Annotation In football the red zone is the last 20 yards on the way to a touchdown In business red zones are those critical times when companies face opportunities for great gain or loss Holland chairman and CEO of a consulting firm explains how to navigate business red zones such as mergers acquisitions and implementation of new technologies He describes different kinds of business conditions that put a company in a red zone and describes underlying principles that can be applied to any red zone condition He presents specific game plans for major red zones including changing competitive strategy reengineering work processes and changing culture Annotation c Book News Inc Portland OR booknews.com

How Managers Can Thrive in Waves of Change Dutch Holland, Deborah Salvo, 2012-06-20 Thriving in Times of Increasing Change Never before have organizations faced an environment as turbulent and as difficult as this one Businesses must change the way they are doing business now to a new way that will work for them in the future While major organizational change was once the exception it is now the rule and organizations will have to be very good at organizational change to thrive in the new business environment Profound changes are on the way Today's businesses are bracing for change Waves of regulatory requirements are coming in increasing amounts and intensity Competition is more intense and coming from every direction Customers no longer will settle for yesterday's products services or levels of quality Things are challenging out there and businesses can no longer simply hunker down and weather the storm Many predict that today's storm is tomorrow's business environment an environment in which we must be able to thrive or die Adding to the assault many business leaders are shocked at how much change is likely to be required in such a short period of time No longer is it a question of if or when huge waves of change will hit it's a matter of how well organizations are positioned to effectively navigate and even flourish in the changes Waves of change are already hitting the beach and their strength is almost certain to build It's too late for a bunker mentality Out of the bunkers and into what Companies cannot stay in their bunkers forever Sooner or later they must come out and face the music That means they must come out and change the way they do business in order to fit into the turbulent world Change is no longer an option but change the way they do business to what Companies coming out have two options options that are as different as night and day Surviving The intuitively obvious way The focus of doing business just to survive is logical and intuitively obvious It has companies adopting and or adapting survival tactics as the core of their new way They limit the changes they make to just get over the survival threshold Process changes are most likely very conservative patches glue ons work arounds tweaks fix and repair rather than replace emergency repairs rather than preventive maintenance etc all pursued in an atmosphere of severe cost cutting and staffing layoffs While risk management may be a goal survival oriented companies try to dodge every risk regardless of the risk rewards taking away almost all of their undeveloped opportunities that might be sources of new life for the company Unfortunately the slogan of this new way of doing business might be out of the frying pan and into the

fire Thriving The straight and narrow way The focus of this new way of doing business will be positioning the organization so that it will thrive even in a nasty business environment The first step in moving toward a thriving business will be to set a vision that is designed to separate the company from the middle of the road pack of competitors This way of doing business will require the company to improve all work processes that could translate into a competitive edge Processes must be advanced beyond best practices to an industry leading position This way of doing business calls for investment in the best available technology that enables the companys core processes in equipment upgrades where possible expansion of employee responsibilities provision of aggressive training on key skills that support core work processes and more All of these actions will require energy and resources as the straight and narrow way calls for an investment and opportunity mindset However the largest investment will need to be in innovation not innovation you pay for but innovation from **Surviving and**

Thriving in Waves of Change Duke Rohe,Dutch Holland,2012-01-20 This book can help you and your organization prosper during these times of change in the healthcare industry This book will show you how to excel at leading change which is an absolute requirement for executive success and the only way that organizations will be able to not only survive but also thrive in the days ahead The healthcare executives who are successful in the worlds of today and tomorrow will be the ones who can look at waves of change and see opportunity who can design a vision and strategy for a more positive future for their organization and who can implement their designs on target on time and on budget by capitalizing on the strengths of their organizations and their bright and dedicated associates who are devoted to perfect healthcare You dont have to be afraid of change any longer Dutchs work offers entertaining and simple solutions that will help you move swiftly and efficiently through the growing pains of organizational change says Ken Blanchard author of The Secret and The One Minute Manager

Exploiting the Digital Oilfield Dutch Holland, PhD,2012-11-20 This book can help you and your organization implement digital oilfield technology and take it all the way to the bank This book will show you how to excel at leading the changes needed to implement the Digital Oilfield and which is an absolute requirement for upstream organizational and personal success and only way that business people will be able to not only survive but also thrive in the days ahead The upstream managers who are successful in the worlds of today and tomorrow will be the ones who can look at waves of change and see opportunity who can design a vision and strategy for a more positive future for their organizations by using digital technology and who can implement their designs on target on time and on budget by capitalizing on the strengths of their organizations and their bright and dedicated associates You don t have to be afraid of change any longer Dutch s work offers entertaining and simple solutions that will help you move swiftly and efficiently through the growing pains of organizational change says Ken Blanchard author of The Secret and The One Minute Manager Change Management: the New Way Deborah

Salvo,Dutch Holland,2012-12-14 With 70% of change projects not meeting management expectations can we conclude that the current way of doing change management works well or even works at all Do we need a New Way to make organizational

change happen Yes it is time This book identifies ten new ways that can be used to make change management more effectively and efficiently One of the ten ways is the use of the theater metaphor If you want to change a play you must start by selecting and communicating a new script to your theater company If you want to change an organization you must start by communicating to organization members a new vision of where the organization needs to be at some future time If you want to change the play you must put actors under contract for the new play and rehearse them until they can perform their roles perfectly If you want to change an organization workers must be under agreement to perform to new job descriptions and goals and be trained in new work processes and new technology And so it goes Using your life long familiarity with the idea of a play you will be able to make organizational change happen flawlessly This book will show you how to excel at leading change from either a management position or from an assignment as a change professional This book is designed to put managers and change professionals on the same page for leading change using simple practical ideas and metaphors backed by proven bodies of knowledge from management the behavioral sciences and the theater You dont have to be afraid of change any longer Dutchs work offers entertaining and simple solutions that will help you move swiftly and efficiently through the growing pains of organizational change Ken Blanchard author of The Secret and The One Minute Manager

Successful Organizational Change Dutch Holland, PhD & Duke Rohe, BS Eng,2012-07-12 This book can help you and your organization tackle the most complex organizational change and produce a change success How How do you eat an elephant One bite at a time How do you successfully execute a large organization change One project at a time This book will enable you to break organizational changes into discrete change projects that can be managed on target on time and on budget This book will show you how to excel at leading change which is an absolute requirement for organizational and personal success The managers who are successful in the worlds of today and tomorrow will be the ones who can lead change who can look at waves of change and see opportunity who can design a vision and strategy for a more positive future for their organizations and who can implement their designs by completing change projects on target on time and on budget You don t have to be afraid of change any longer Dutch s work offers entertaining and simple solutions that will help you move swiftly and efficiently through the growing pains of organizational change says Ken Blanchard author of The Secret and The One Minute Manager

Implementing Lean Healthcare Projects on Target on Time on Budget Dutch Holland,Duke Rohe,2013-01-23 Lean has come to healthcare and it is really making waves The potential of lean to find innovative streamlined solution that enable improved organizational performance is undisputed But Lean turns out to be very difficult to implement This book can help you and your organization with the toughest challenge in Lean Healthcare full implementation of Lean projects to achieve concrete results Top management will not spread Lean across their organizations based on Leans potential the spread of Lean is dependent on the actual business value that management sees generated from Lean projects in their own organizations The healthcare managers who will be successful in the worlds of today and

tomorrow will be the ones who can look at waves of change and see opportunity who can design a vision and strategy for a more positive future for their organizations who can implement their designs who can use Lean to continuously improve the performance of their organizations You dont have to be afraid of change any longer Dutchs work offers entertaining and simple solutions that will help you move swiftly and efficiently through the growing pains of organizational change says Ken Blanchard author of *The Secret and The One Minute Manager* **The Publishers Weekly** ,2001 Industrial Management ,2002 Journal of Petroleum Technology ,2002 *Choice* ,2001 *Harvard Business Review* ,2001 *Consultants and Consulting Organizations Directory* Janice W. McLean,1999 Indexes are arranged by geographic area activities personal name and consulting firm name *American Book Publishing Record* ,2002 **Library Journal** ,2001 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Also issued separately *The Corporate Board* ,2002 **Forthcoming Books** Rose Army,2001 APICS, the Performance Advantage ,1995 **The Scottish Farmer** ,1930 Transactions of the Society of Petroleum Engineers ,1991

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