LEADING & COLLABORATING IN A COMPETITIVE WORLD

Thomas S. Bateman

McIntire School of Commerce
University of Virginia

Scott A. Snell

Darden Graduate School of Business University of Virginia



Brief Contents

PREFACE vi

PART ONE FOUNDATIONS OF MANAGEMENT 2

- 1. Managing and Performing 2
- 2. The External and Internal Environments 42
- 3. Managerial Decision Making 78

PART TWO PLANNING: DELIVERING STRATEGIC VALUE 118

- 4. Planning and Strategic Management 118
- Ethics, Corporate Responsibility, and Sustainability 152
- 6. International Management 186
- 7. Entrepreneurship 224

PART THREE ORGANIZING: BUILDING A DYNAMIC ORGANIZATION 262

- 8. Organization Structure 262
- 9. Organizational Agility 294

- **10.** Human Resources Management 326
- 11. Managing the Diverse Workforce 368

PART FOUR LEADING: MOBILIZING PEOPLE 404

- 12. Leadership 404
- **13.** Motivating for Performance 438
- **14.** Teamwork 470
- 15. Communicating 496

PART FIVE CONTROLLING: LEARNING AND CHANGING 526

- 16. Managerial Control 526
- **17.** Managing Technology and Innovation 560
- 18. Creating and Leading Change 600

Notes

Photo Credits

Glossary/Subject Index

Name Index

*