



“Management by Permission” 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.

Sample Praise for “Management by Permission” (to date over thirty “five star” reviews spread across three Amazon sites: .com; .co.uk; .es)

Executives/managers:

“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

“I would recommend this book to all professionals, irrespective of their position in the hierarchy” Juan Carlos Rodriguez, General Manager

“Fantastic must read for every manager ... needs to be on everyone’s desk regardless of where you are in the org structure” Rosita Wolfe, Marketing Manager

Business school faculty/the business press:

“As a business school professor, I see many such books .. this one sticks out by far as an excellent guide for how to manage people with tomorrow as well as today in mind.” Paul Evans, Professor Emeritus, INSEAD

“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, Professor Emeritus, London Business School

“An entertaining read when compared to some of the dreadfully boring bilge that passes these days for management literature.” Mark Paul, Business Affairs Correspondent, The Irish Times

HR professionals/consultants:

“A ‘must read’ for anyone on the line management ladder.” Dr Janine-Nicole Desai, Regional HR Director, Hilton Worldwide

“‘Running Interference’ ...the book is worth acquiring for this chapter alone.” Larry Donald, PR Consultant

“Essential handbook on managing people today (and if it doesn’t apply to what you do today ... it will tomorrow). I have been talking and coaching managers and executives for a long time in IBM on the basis of ‘Management by Consent’ ... Management by Permission gets to the heart of doing this right ... and helps me point others to a ‘how to/how not to’ handbook” Alan Wild, VP HR, IBM, New York

Amazon link for purchasing “Management by Permission”:

<https://www.amazon.co.uk/Management-Permission-Managing-Century-Professionals-ebook/dp/B01CTV2T8S>