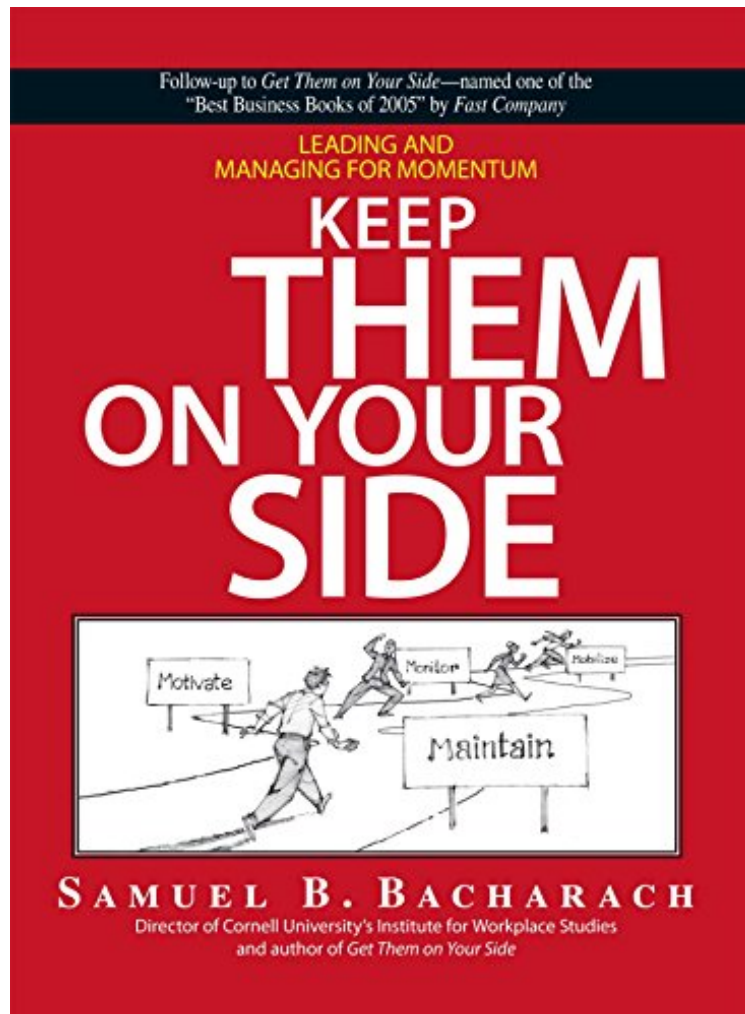


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Keep them on your Side: Leading and Managing for Momentum

Samuel B Bacharach

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Samuel B Bacharach : Keep them on your Side: Leading and Managing for Momentum before purchasing it in order to gage whether or not it would be worth my time, and all praised Keep them on your Side: Leading and Managing for Momentum:

2 of 2 people found the following review helpful. Clear manual on maintaining momentumBy Rolf DobelliThis sometimes surprising book presents principles that many managers will be able to apply immediately. Samuel B. Bacharach writes clearly and maintains his focus on a single cluster of ideas: His main points are that implementation is an essential part of leadership, momentum is an essential part of implementation, and as a leader, you can maintain momentum by focusing on its key elements, which he explains and illustrates. He includes examples from many disciplines and historical periods: his use of Lewis and Clark as leadership models was one of the book's pleasant surprises. However, Bacharach is better at describing common dilemmas than at solving them. Once he's persuaded you to balance "directive" and "facilitative" leadership, you still have the big challenge of figuring out how. Even

though some of his concepts are not entirely new, we recommend this book to leaders who want to brush up on basic principles, and who appreciate seeing them refreshed and reframed. 2 of 2 people found the following review helpful. A valuable resource

By Richard Bamberger I recently received *Get Them on Your Side and Keep Them on Your Side* as a gift and was quite delighted. As an entrepreneur who endeavors to start new businesses, I was indeed surprised how relevant and useful these two volumes are. Bacharach clearly understands what it takes to launch ideas and keep momentum going. I wish I had these books in my corner awhile ago, but I'll keep them on my shelf and rely on them as I manage my growing business. Who says academics can't write for practitioners?

Richard Bamberger, Managing Director, Landmark Audio Technologies, LLC

2 of 3 people found the following review helpful. Must reading for effective leaders

By William J. Sonnenstuhl "Keep Them on Your Side" is a terrific follow up to Sam Bacharach's "Get Them Your Side". Too many executives give short shrift to the difficult leadership and hard political work necessary to get things done. Where "Get Them on Your Side" highlights building coalitions to build support for your ideas and make things happen, "Keep Them on Your Side" shows you how to keep your coalition together, keep members motivated and moving toward your goal. As every leader knows, most projects die for lack of follow through. As someone who has taught about leadership and cultural change for 20 years, I highly recommend these books as must reading for every one who wants to be an effective leader in his/her organization - whether it is a corporation, union, non-profit, or a government agency.

'Keep Them On Your Side' shows employees how to maintain organizational momentum for projects and agendas to ensure that goals will actually be achieved over the long haul.

About the Author Samuel B. Bacharach (New York, NY) holds the McKelvey-Grant chair in the Department of Organizational Behaviour at Cornell University's School of Industrial and Labor Relations. He is currently director of Cornell's new York City-based Institute for Workplace Studies as well as Cornell's Smithers Institute. He has been published in most of the major academic journals and is also the author and editor of over twenty books.