



## **Winning: The Answers: Confronting 74 of the Toughest Questions in Business Today**

*Jack Welch, Suzy Welch*

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In *Winning*, their 2005 international bestseller, Jack and Suzy Welch created a rare document, both a philosophical treatise on fundamental business practices and a gritty how-to manual, all of it delivered with Jack's trademark candor and can-do optimism. It seemed as if "no other management book," in the words of legendary investor Warren E. Buffett, would "ever be needed."

Instead, *Winning* uncovered an insatiable thirst to talk about work. Since the book's publication, the Welches have received literally thousands of questions from college students and seasoned professionals alike, on subjects ranging from leadership and global competition to tough bosses and building teamwork. Indeed, questions about virtually every business and career challenge have poured in—some familiar, others surprising, many urgent and probing, and all of them powerfully real.

*Winning: The Answers* takes on the most relevant of these questions, and in doing so, its candid, hard-hitting responses expand and extend the conversation Jack and Suzy Welch began with *Winning*. It is a dialogue that is sure to be both compelling and immensely useful to anyone and everyone engaged in the vital work of helping an organization grow and thrive.

## Winning: The Answers: Confronting 74 of the Toughest Questions in Business Today Details

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# **From Reader Review Winning: The Answers: Confronting 74 of the Toughest Questions in Business Today for online ebook**

## **Adam says**

They missed "trivial" before "answers" in the title

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## **Alberto Lopez says**

I liked it although nowhere near as good as "Straight from the gut"

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## **Srikanth says**

Book contains very good brief answers for Frequently Asked Questions by many people (businessmen, students, analysts etc.,). This will be very much useful for MBA students since these are matching to present scenario than the academic book case discussions. Quite good. REcommend to everyone who pursues Business, Marketing, Finance etc., Also for first line of managers who are in with market.

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## **Suddenven says**

Short but concise summary to the common questions asked in the business world.

However, I find the contents of this book a bit general.

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## **Pablo says**

Jack is a great leader and a great person, he's always a refreshing and motivating read.

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## **Rajiv Bhattacharya says**

An excellent book covering a lot of diverse topics in business right from being a leader to career advice. Chapters are short and to the point. A very good read for working professionals

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## **Lubna says**

The book, "Winning" was published back in 2005 and this sparked off a deluge of questions from college

students, professionals, entrepreneurs and people from all walks of life on subjects ranging from leadership and globalization, to tough bosses and teamwork. This book: “Winning: The Answers – Confronting 74 of the toughest questions in business today” contains some of the most relevant of questions asked. As Jack Welch on his website emphasizes: Winning is great!

The 74 questions and answers are contained in six sections. Section 1, deals with ‘Global competition’; section 2 with ‘Leadership’; section 3 with ‘Management Principles and Practices’; section 4 with ‘Careers’; section 5 is titled ‘Privately held’ and deals with working for the family; lastly section 6 covers ‘Winning and Losing’.

The courage to become a change agent’ was my favourite read, in section 2. This was in response to a question raised by a newly appointed head of a learning and development department and he had to make some tough choices to usher in change. Jack and Suzy Welch point out to the three critical organisational components: an inspirational mission; a clear set of values and rigorous appraisal system. If it applied to a department catering to learning and development, it applies equally well to a service industry – to us. However, a word of caution, as also provided by the authors – Make sure your reasons for the change initiative are transparent to everyone, be it something as simple as a new process for drafting audit working papers or client conference notes. And finally, don’t lose faith along the way. Some people will resist change. They always do. But as soon as results start rolling in, your new approach will make its own case, loud and clear.

You will find a detailed review on my blog:  
<http://booksonmyshelves.blogspot.in/2...>

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### **Mindaugas says**

Great follow up.

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### **Kewannah says**

sure, this book has tons of great tips and advice on how to manage working in companies of all types however it's not really a book that you read cover to cover.

it's more of a resource book that you reference from time to time. Reading it from cover to cover will certainly be a boring read

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### **nilay says**

Such a helpful book for all the level of workers. You can feel that you are not alone and have power for facing up.

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### **Lori Grant says**

A must-read autobiography on leadership for knowledge workers, managers, directors, C-levels, and entrepreneurs.

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### **Fatma Al\_Badah says**

it is really interesting, especially for whom who are in business field.  
you will find answers for very important questions in today's global business world ( practical,smart and reality answers) hope u all like it  
"when u talk with Jack about management ,his energy and passion fill the room.You get a similar experience with this book-the same qualities jump at u from every page :)" one of th ecomments

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### **Tony Canas says**

Not as essential as Winning but an interesting quick read which ties some loose ends.

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### **Abdullah ALSOBIYL says**

Jack welsh view of leadership

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### **Thomas Johnson says**

Good book, tough read. I had to spend alot of time re-reading to retain information.

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