

The Attacker's **ADVANTAGE**

TURNING UNCERTAINTY INTO
BREAKTHROUGH OPPORTUNITIES

RAM CHARAN

CO-AUTHOR OF *EXECUTION*, THE # 1 NEW YORK TIMES BESTSELLER



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The Attacker's Advantage, 2017 *The Attacker's Advantage*, 2015 **The Attacker's Advantage** Ram

Charan, 2015-02-24 A Wall Street Journal bestseller The forces driving today's world of structural change create sharp bends in the road that can lead to major explosions in your existing market space But exponential change also offers exponential opportunities How do you leverage change to go on the offense The Attacker's Advantage is the game plan for winning in an era of ambiguity volatility and complexity when every leader and every business is being challenged in new and unexpected ways Ram Charan harnessing an unequalled depth and breadth of experience working with leaders and companies around the globe provides tested practical tools to help you Build the perceptual acuity to see around corners and detect ahead of others those forces especially people who are the catalysts of change that could radically reshape a company or industry Have the mindset to see opportunity in uncertainty Commit to a new path forward despite the unknowns positioning your business to make the next move ahead of competitors Break the blockages that can hold your company back Know when to accelerate and when to shift the short term and long term balance Make your organization agile and steerable by aligning people priorities decision making power budgeting and capital allocation and key performance indicators to the new realities of the marketplace The Attacker's Advantage provides a stark and simple challenge stay in a legacy world of incremental gains or defensiveness or be an attacker by creating a new world scaling it up quickly ahead of the traditional players

The Phoenix Encounter Method: Lead Like Your Business Is on Fire! Ian C. Woodward, V. "Paddy"

Padmanabhan, Sameer Hasija, Ram Charan, 2020-10-27 A radical new leadership strategy to transform business as we know it from a dream team of INSEAD professors and mega bestselling author Ram Charan The business landscape is littered with the wreckage of companies that crashed and burned when an apocalypse came in the shape of new competitive technologies upstart entrants demographic shifts and new world orders Who can feel safe in firestorm change The authors of The Phoenix Encounter Method don't advise safety In fact their method of leadership thinking requires you to imagine burning your business to the ground throwing yourself into a firestorm change and turning the upheaval to your organization's advantage It can then rise phoenix like from the ashes stronger and more powerful than ever Written with a sense of urgency and purposefully radical provocation The Phoenix Encounter Method represents the forward thinking of legendary business guru Ram Charan and professors from the senior global leadership program of INSEAD one of the world's top graduate business schools The resulting methodology based on analysis of thousands of articles studies reports and academic and business practice was field tested in real life Phoenix Encounters conducted with more than fifteen hundred senior executives from startups and family businesses to legacy companies representing a broad range of industry and sectors in both developed and developing economies Whatever your sector or industry if you're responsible for your organization's ability to use change as a transformative opportunity you'll appreciate the dramatic impact The Phoenix Encounter Method will have on you your

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