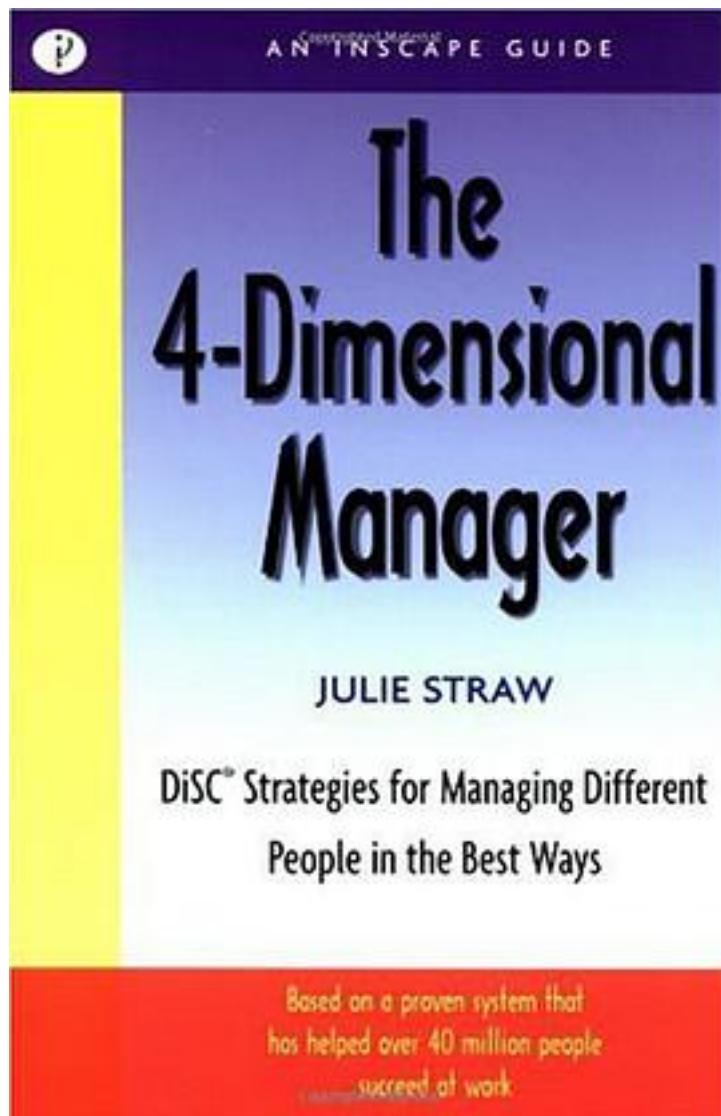


The 4-dimensional Manager



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出版者:BERRETT KOEHLER

出版时间:2002-4

装帧:Pap

isbn:9781576751350

This text offers a practical tool to quickly and effectively assess what style of behaviour a manager and his employees are using, and shows how to use that information to manage people with different behavioural styles. The book aims to help managers understand and choose from four management styles to best meet the needs of the person and the situation. It begins with a behaviour assessment tool called DiSC that has been used by over 40 million people worldwide. This research-based self-assessment reveals what type of behaviour is being used: dominance style (direct and decisive); influence style (optimistic and outgoing); supportive style (sympathetic and co-operative); or conscientious style (concerned and correct). It shows how that information can be used to more effectively manage a workforce made up of people who themselves use diverse behavioural styles in their work.

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