



Teamwork and the Bottom Line: Groups Make A Difference (Applied Psychology Series)

Ned Rosen, Ned Rosen



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This volume is based on extensive research findings and the author's observation that successful managers are people who understand the dynamics of group interaction and can use that understanding effectively to motivate members of their group to achieve important goals. Blending theory, research, and practice, the book emphasizes a "management through teamwork" strategy in task groups that increases both the quality and quantity of goods and services, improves decision making, and is beneficial to their members.

While closely linked to a large body of applied research evidence, Teamwork and the Bottom Line makes liberal use of examples drawn from business oriented publications and from the author's experiences in manufacturing, service, sales, information systems, health care, and other work environments. It includes numerous ideas that can help managers become more secure in their current roles by developing a more complete knowledge base about potential "change levers."



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