



A Bias for Action: How Effective Managers Harness Their Willpower, Achieve Results, and Stop Wasting Time

Heike Bruch, Sumantra Ghoshal

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In "A Bias for Action", Sumantra Ghoshal and Heike Bruch reveal that only 10 per cent of managers act purposefully to get truly important work done. "A Bias for Action" shows that great managers produce results not by motivating others, but by engaging their own willpower through a powerful combination of energy and focus. Bruch and Ghoshal provide simple strategies for bolstering individual willpower and action-taking abilities, and explore ways to marshal the willpower of others to encourage collective action.

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