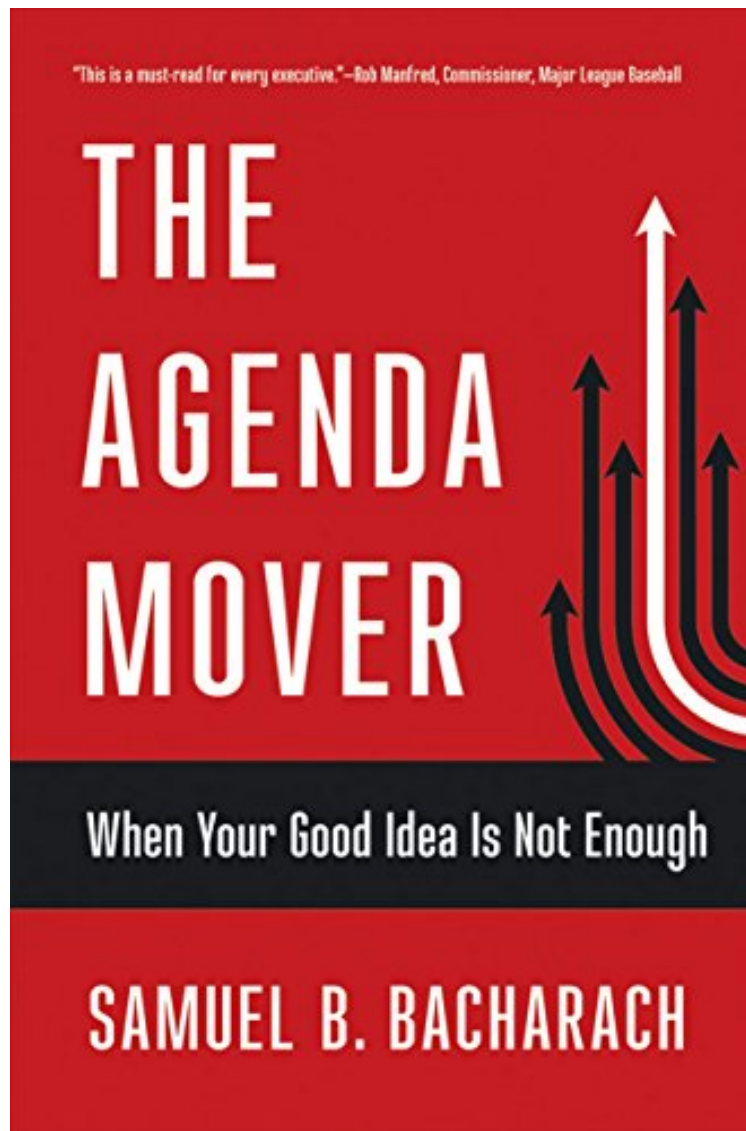


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## The Agenda Mover: When Your Good Idea Is Not Enough (The BLG Pragmatic Leadership Series)

*Samuel B. Bacharach*

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**Samuel B. Bacharach : The Agenda Mover: When Your Good Idea Is Not Enough (The BLG Pragmatic Leadership Series)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Agenda Mover: When Your Good Idea Is Not Enough (The BLG Pragmatic Leadership Series):

2 of 2 people found the following review helpful. A Rare Gem By Customer Having graduated undergrad a couple of months ago, the Agenda Mover is the rare type of book that can actually help me to jumpstart my career. Simply put,

it's a godsend for anyone in an organization with an innovative concept that wants to push it forward. This book goes through the entire process of moving your idea ahead. From analyzing the environment, to modeling the innovation process, to getting the essential people to back you, and even keeping them behind you for the long haul, the Agenda mover explains it all. All in all, it's an eye opening book- a rare gem for anyone willing to challenge the status quo to see their idea become a reality.

1 of 1 people found the following review helpful. The Agenda Mover is my go-to source for practical tools

By Joseph P. Drago

Of all the leadership books on my shelf, Sam Bacharach's The Agenda Mover is my go-to source for practical tools I use to increase the likelihood my idea will be clearly presented, understood, accepted, and executed. Sam shares his insights and analysis of acknowledged leaders who were effective and ineffective in achieving their vision. The principles and strategies in The Agenda Mover are straightforward and can be executed regardless of your position in the organization. Inevitably, you will meet the "Yes-But" naysayers. The Agenda Mover helps you navigate through this minefield because you are prepared to address the seven criticisms that may come your way. The tools and strategies are here. The key to becoming a more effective leader is, as Sam advises: practice, practice, practice.

Joseph P. Drago Senior Consulting Partner Workplace Cornerstone

2 of 2 people found the following review helpful. Great read for gaining practical skills to manage a dynamic organization

By Jonah Adany

As an entrepreneur and financial manager I constantly find myself in the position of negotiating with my own team. New business plans, new markets, new products all require a buy in from my team, my investors and my co-partners. This book takes the psychology and drama and breaks it down to a science. The book is readable and uses the right examples to keep it flowing while still offering enough substance to make it practical. Highly recommend it for anyone in a dynamic organization.

Everyone is capable of coming up with a good idea, but a good idea without execution is hallucination. Leaders, including politicians and corporate officers, are those who have mastered the pragmatic skills that turn creative, innovative ideas into concrete realities. They are able to transform promises into results. The Agenda Mover leads you on the journey from having a good idea to bringing it to fruition. You will master the political competence to assure that your ideas gain momentum and achieve true traction. You will learn what it takes to go the distance to sustain your campaign and achieve your goals. Rather than dreaming about what could happen, you will become an agenda mover who gets things done and makes things happen.

"Professor Bacharach takes the abstract concept of leadership and provides a practical guide to producing results in the modern organization. The Agenda Mover clearly explains how the combination of technical competence and political acumen can be used to make a great idea reality. This is a must read for every executive."

Rob Manfred, Commissioner of Major League Baseball

"We encounter a lot of leadership experts at Inc., but no one cuts through the hoo-haw surrounding the topic as brilliantly or as entertainingly as Sam. Readers of The Agenda Mover come away realizing that the core of leadership isn't the 'vision thing' or the 'charisma thing'. It's the execution thing. Leaders who follow Sam's precepts don't waste time on flash. Instead they acquire that one essential but all-too-rare attribute of effective leadership: They get things done."

Eric Schurenberg, President and Editor-in-Chief, Inc. Media

"Innovation and ideation are both very popular given the current business climate, but these alone are insufficient without pairing them with the ability to work great ideas through the maze of the organization. The Agenda Mover uniquely focuses on the critical skills of execution to unleash these great ideas. If you really want your organization to become more innovative, you need to read this book to ensure you can transform the innovative ideas into action plans that will change your organization."

Andy Doyle, Executive Vice President and Chief Human Resources Officer, OppenheimerFunds

About the Author

Samuel Bacharach, the McKelvey-Grant Professor at Cornell University, is the cofounder of the New York City-based Bacharach Leadership Group. He is the author of more than twenty books and numerous academic articles. With his colleagues at BLG, Bacharach develops and delivers training programs that enhance the core skills of pragmatic leadership, focusing on leadership as execution. Among his previous books are *Get Them on Your Side* and *Keep Them on Your Side*. He is a frequent speaker on the topic of leadership, and he is a regular columnist for Inc.