

Strategy Accelerator

Smart. Collaborative. Powerful.

Primary Source Material for the Strategy Accelerator

ARTICLES

Bias busters: A Better Way to Brainstorm	2022	Eileen Kelly Rinaudo, Tim Koller, Derek Schatz	McKinsey Quarterly
Bias busters: Avoiding Snap Judgments	2019	Tim Koller, Dan Lovallo, Phil Rosenzweig	McKinsey Quarterly
Bias busters: Don't Steer Your Strategy by the Wrong Star	2021	Giovanni Gavetti, Martin Huber, Dan Lovallo, Magdalena Smith	McKinsey Quarterly
Bias busters: Getting Both Sides of the Story	2019	Aaron De Smet, Tim Koller, Dan Lovallo	McKinsey Quarterly
Bias busters: Lifting Your Head from the Sand	2020	Eileen Kelly Rinaudo	McKinsey Quarterly
Bias busters: Pruning Projects Proactively	2019	Tim Koller, Dan Lovallo, Zane Williams	McKinsey Quarterly

Bias busters: Seeing Strategy Alternatives to the Momentum Case	2020	Tim Koller, Dan Lovallo, Werner Rehm	McKinsey Quarterly
Decision Making in The Age of Urgency	2019	Iskandar Aminov, Aaron De Smet, Gregor Jost, David Mendelsohn	McKinsey Quarterly
Five Common Strategy Mistakes	2011	Joan Magretta	Harvard Business Review
How Management Teams Can Have a Good Fight	1997	Kathleen M. Eisenhardt, Jean L. Kahwajy, L.J. Bourgeois III	Harvard Business Review OnPoint
How To Develop Strategy for Execution	2017	Donald Sull, Stefano Turconi, Charles Sull, James Yoder	MIT Sloan Management Review
How To Recognize a Strategic Priority When You See One	2017	Donald Sull, Stefano Turconi	MIT Sloan Management Review
Is Your Budget Process Stuck on Last Year's Numbers?	2014	Dan Lovallo, Olivier Sibony	McKinsey Quarterly
Michael Porter On: What Are the Most Common Strategy Mistakes?	n.d.	Alboun Strategy	Albu Consulting
No One Knows Your Strategy – Not Even Your Top Leaders	2018	Donald Sull, Charles Sull, James Yoder	MIT Sloan Management Review
Open Up Your Strategy	2022	Christian Stadler, Julia Hautz, Kurt Matzler, Stephan Friedrich von den Eichen	MIT Sloan Management Review
Predicting Your Competitor's Reaction	2009	Kevin Coyne, John Horn	Harvard Business Review
Put Purpose at The Core of Your Strategy	2019	Thomas W. Malnight, Ivy Buche, Charles Dhanaraj	Harvard Business Review
Six Steps to Communicating Strategic Priorities Effectively	2018	Donald Sull, Stefano Turconi, Charles Sull	MIT Sloan Management Review
Stop Making Plans; Start Making Decisions	2006	Michael Mankins, Richard Steele	Harvard Business Review
Has Strategic Management Overlooked the Role of Purpose? What Experts Say	2022	MIT SMR Strategy Forum	MIT Sloan Management Review

Strategy Implementation: What Is the Failure Rate?	2015	Carlos J. F. Cândido, Sérgio P. Santos	Journal of Management & Organization
Strategy Needs Creativity	2019	Adam Brandenburger	Harvard Business Review
The Great Repeatable Business Model	2011	Chris Zook, James Allen	Harvard Business Review
The New Psychology of Strategic Leadership	2011	Giovanni Gavetti	Harvard Business Review
Transforming Corner-Office Strategy into Frontline Action	2001	Orit Gadiesh, James L. Gilbert	Harvard Business Review
Turning Strategy into Results	2017	Donald Sull, Stefano Turconi, Charles Sull, James Yoder	MIT Sloan Management Review
Untangling Your Organization's Decision Making	2017	Aaron De Smet, Gerald Lackey, Leigh M. Weiss	McKinsey Quarterly
What Is Strategy?	1996	Michael E. Porter	Harvard Business Review
Who Has The D?: How Clear Decision Roles Enhance Organizational Performance	2006	Paul Rogers, Marcia W. Blenko	Harvard Business Review
Why 67 Percent of Strategic Plans Fail: Strategic planning is great, in theory, but more often than not it fails. Here's why.	2020	Tanya Prive	Inc. Magazine
Why Good Arguments Make Better Strategy	2021	Jesper B. Sørensen, Glenn R. Carroll	MIT Sloan Management Review
Why Strategy Execution Unravels – And What to Do About It	2015	Donald Sull, Rebecca Homkes, Charles Sull	Harvard Business Review
With Goals, FAST Beats SMART	2018	Donald Sull, Charles Sull	MIT Sloan Management Review
Your Strategy Needs a Strategy	2012	Martin Reeves, Claire Love, Philipp Tillmanns	Harvard Business Review

BOOKS

All The Right Moves: A Guide to Crafting Breakthrough Strategy	1999	Constantinos C. Markides	Harvard Business Review Press
Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage	2011	Scott Keller, Colon Price	John Wiley & Sons, Inc.
Business Sense: Exercising Management's Five Freedoms	1993	Dan Thomas	Free Press
Change: How Organizations Achieve Hard-To-Imagine Results in Uncertain and Volatile Times	2021	John P. Kotter, Vanessa Akhtar, Gaurav Gupta	John Wiley & Sons, Inc.
Decisive: How to Make Better Choices in Life and Work	2013	Chip Heath, Dan Heath	Crown Business
Execution Plain and Simple: 12 Steps to Achieving Any Goal on Time and on Budget	2004	Robert A. Neiman	McGraw Hill
Getting To Yes: Negotiating Agreement without Giving In	2011	Roger Fisher, William Ury, Bruce Patton	Penguin Publishing Group
Influencing With Integrity: Management Skills for Communication & Negotiation	1987	Genie Z. Laborde	Syntony Publishing
Leadership And Self-Deception: Getting Out of the Box	2000	The Arbinger Institute	Berrett-Koehler Publishers
Leading Change	2012	John P. Kotter	Harvard Business Review Press
Managing Transitions: Making the Most of Change	2009	William Bridges with Susan Bridges	Da Capo Press
Polarity Management: Identifying and Managing Unsolvable Problems	2014	Barry Johnson	HRD Press
The Challenger Sale: Taking Control of the Customer Conversation	2011	Matthew Dixon, Brent Adamson	Penguin Group

<u>The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses</u>	2011	Eric Ries	Crown Business
<u>The Outward Mindset: How to Change Lives and Transform Organizations</u>	2019	The Arbinger Institute	Berrett-Koehler Publishers
