# Fictions of Business

Insights on Management from Great Literature

Robert A. Brawer

WILEY

# <u>Fictions Of Business Insights On Management From</u> <u>Great Literature</u>

**David Collins** 

Fictions of Business Robert A. Brawer, 2000-02-14 Find out what Joseph Conrad Arthur Miller Geoffrey Chaucer and Mark Twain can tell you about being a more effective manager Looking for business insights Forget the Wall Street Journal You can learn a lesson or two from Arthur Miller and David Mamet Put down Forbes and Fortune for once and spend an evening with Chaucer and George Bernard Shaw Not only will you enjoy yourself you re also likely to discover some fresh management perspectives and ideas Written by a former CEO of a global corporation who has also been an English literature professor this provocative new business book proves that great novels and plays are a rich untapped resource for businesspeople looking for solutions to problems they confront on the job Robert A Brawer digs deeply into fictions by literary legends such as Mark Twain Joseph Conrad Theodore Dreiser Sinclair Lewis and Joseph Heller to unearth vital lessons that managers can readily apply to the real world of work From tips on resolving office conflicts in James Thurber's The Catbird Seat to pointers on gaining client confidence found in Chaucer's Canterbury Tales Brawer finds nuggets of business wisdom in places where most businesspeople never think of looking Focusing mainly on fiction that explores business themes Brawer uses Heller's Something Happened and Shaw's Major Barbara to illustrate the dangers of allowing excessive faith in corporate hype to impair a manager s ability to accurately assess serious problems From Mamet s Glengarry Glen Ross and Dreiser's Sister Carrie he infers important lessons about the art of salesmanship He explores the problems of alienation and maintaining personal integrity in a corporate world through a close reading of Arthur Miller s Death of a Salesman and Sloan Wilson's The Man in the Grey Flannel Suit And out of his analysis of Upton Sinclair's The Jungle and John Dos Passos s The Big Money among other major nineteenth and twentieth century works Brawer develops an inspiring discourse on self interest and efficiency versus ethical responsibility and compassion in a Darwinian business world As instructive as it is entertaining Fictions of Business shows you how to take advantage of great novels and plays in solving the human problems of management Praise for Fictions of Business What a fabulous concept the bringing together of great literature and management theory This is a business book that challenges the intellect and goes about unveiling the basic principles of management in a way that forces you to think about what you know in a completely different way It s a business book that stays with you long after you ve read it Shelly Lazarus Chairman and CEO Ogilvy Mather A truly refreshing contribution to the multitude of books on corporate management Brawer has cleverly crafted a set of essays that are both inspirational and practical Robert A Kavesh Professor of Finance and Economics Leonard N Stern School of Business New York University Robert Brawer is both a successful entrepreneur and a distinguished literary scholar and his book Fictions of Business is wise about both trade and fiction Brawer writes with ironic wit and sharp observation about the culture of the corporation and the workplace Martin Peretz Editor in Chief The New Republic and Professor of Social Studies Harvard University Brawer's message is clear and true good literature enriches business leaders making them more productive in

their careers Richard D Franke former Chairman and CEO John Nuveen Company Although commerce and literary analysis might seem worlds apart Robert Brawer's book brilliantly weaves together fictional characters with larger than life figures from the corporate world In Brawer's compelling narrative literature offers striking models for good corporate practice Philip Gossett Dean of Humanities University of Chicago Handbook of Research on Teaching Ethics in Business and Management Education Wankel, Charles, Stachowicz-Stanusch, Agata, 2011-12-31 This book is an examination of the inattention of business schools to moral education addressing lessons learned from the most recent business corruption scandals and financial crises and also questioning what we re teaching now and what should be considering in educating future business leaders to cope with the challenges of leading with integrity in the global environment Provided by publisher

Governing Fables Sandford Borins, 2011-08-01 Governing Fables Learning from Public Sector Narratives advocates the importance of narrative for public servants exemplifies it with a rigorously selected and analyzed set of narratives and imparts narrative skills politicians and public servants need in their careers Governing Fables turns to narratology the inter disciplinary study of narrative for a conceptual framework that is applied to a set of narratives engaging life within public organizations focusing on works produced during the last twenty five years in the US and UK The genres discussed include British government narratives inspired by and reacting to Yes Minister British appearement narratives American political narratives the Cuban Missile Crisis narrative jury decision making narratives and heroic teacher narratives In each genre lessons are presented regarding both effective management and essential narrative skills Governing Fables is intended for public management and political science scholars and practitioners interested in leadership and management as well as readers drawn to the political subject matter and to the genre of political films novels and television series of Business Ethics and Society Robert W. Kolb, 2008 This encyclopedia spans the relationships among business ethics and society with an emphasis on business ethics and the role of business in society Critical Representations of Work and **Organization in Popular Culture** Carl Rhodes, Robert Westwood, 2007-12-21 This book challenges traditional organizational theory looking to representations of work and organizations within popular culture and the ways in which these institutions have also been conceptualized and critiqued there Through a series of essays Rhodes and Westwood examine popular culture as a compelling and critical arena in which the complex and contradictory relations that people have with the organizations in which they work are played out By articulating the knowledge in popular culture with that in theory they provide new avenues for understanding work organizations as the dominant institutions in contemporary society Rhodes and Westwood provide a critical review of how organizations are represented in various examples of contemporary popular culture The book demonstrates how popular culture can be read as an embodiment of knowledge about organizations often more compelling than those common to theory and explores the critical potential of such knowledge and the way in which popular culture can reflect on the spirit of resistance carnivalisation and rebellion **Evolving Strategies for Organizational** 

Management and Performance Evaluation Marcão, Ricardo, Santos, Vasco, 2025-02-11 In today s business landscape organizations recognize the importance of new strategies for effective management and performance evaluation Traditional approaches to leadership and performance assessments are no longer sufficient in addressing the complex challenges and opportunities presented by rapid technological advancements globalization and shifting workforce expectations As such organizations are adopting more adaptive data driven and employee centric strategies to improve performance foster innovation and ensure sustainable growth By embracing new methodologies in management and performance evaluation companies can better align their goals with emerging trends optimize productivity and create a more agile resilient organizational culture Evolving Strategies for Organizational Management and Performance Evaluation explores the evolving strategies and theories behind organizational management and performance evaluation It covers advanced management methodologies focusing on practical approaches to improving organizational structures and evaluating employee performance This book covers topics such as small and medium enterprises management science and employee performance and is a useful resource for business owners managers computer engineers academicians data scientists and researchers

The Varieties of Leadership at Novarum Pharmaceuticals Robert Pernick, Floyd Kemske, 2009-10-01 Storytelling is a time honored way of educating Case studies attempt to engage students but are limited because they do not develop characters or settings What is needed is a full length novel with complex sympathetic characters and a story grounded in leadership and organizational behavior theories Novarum Pharmaceuticals is such a book Set in a large U S firm it follows the struggles of an executive vice president trying to launch an innovative joint venture with a Middle Eastern company The story proceeds from Nia Stevens first strategic proposal through various triumphs and setbacks to a final crisis in which she must choose between what she views as her career and her principles The main characters reveal a mix of motives and perceptions about each other and doing business in the Middle East They converge and clash and their actions change as the story unfolds Neither a tragedy nor a comedy the book is a plausible depiction of life within a modern corporation Novarum Pharmaceuticals embodies all the elements of a novel but unlike novels this one contains an index that professors and students alike can use to tie characters actions to theory The companion instructor's resource manual provides an extensive discussion framework for the professor with background material on the pharmaceutical industry resumes of the principle characters questions and suggested answers for every chapter descriptions of theory and concepts learning goals for each chapter and a bibliography of organization related fiction Novarum Pharmaceuticals will make a refreshing supplemental text in many courses in the undergraduate and graduate degree programs in business administration psychology sociology organization development public administration healthcare management and educational administration Immersion in this book gives students a deeper appreciation of the often conflicted nature of worker motivation better preparing them for navigating their own careers General business readers interested in the consequences of questionable ethical behavior and

bad leadership will also find the book entertaining and useful Narrating the Management Guru David Collins, 2007-05-17 David Collins a well respected scholar of management gurus proves a critical reappraisal of the very influential work of Tom Peters This volume examines his key works and reviews his detractors offering an analysis of his contributions to the field of management that goes beyond the simple chronological model that has previously been used The Fictions of American Capitalism Jacques-Henri Coste, Vincent Dussol, 2020-02-26 The Fictions of American Capitalism Working Fictions and the Economic Novel introduces a new way of thinking about fiction in connection with capitalism especially American capitalism These essays demonstrate how fiction fulfills a major function of the American capitalist engine presenting various formulations of American capitalism from the perspective of economists social scientists and literary critics Focusing on three narratives fictitious capital working fictions and the economic novel the volume questions whether these three types of fiction can be linked under the sign of capitalism This collection seeks to illustrate the American economy s dependence on fictitiousness America s ideological fictions and the nation s creative literary fiction In relation to what the credit and banking crisis of 2007 2008 exposed about the unreal base of the economy the volume concludes with a call to recognize the economic humanities arguing that American fiction and American literary studies can provide a useful mirror for economists **Arts Management** Derrick Chong, 2005-06-29 Presenting this critical overview at a time when interest in aesthetics and managements studies is rapidly increasing Derrick Chong explores a vital sub discipline arts management Using a diverse range of sources that include contributions from contemporary artists prominent management theorists and the experience of arts managers topics discussed include arts research cultural entrepreneurship collaborations in the arts artistic leadership institutional identity arts marketing creative approaches to financing organizational forms and dynamics The book makes a concerted effort to address the artistic managerial and social obligations of arts and cultural organisations operating in contemporary urban environs As such it is a must read for students and scholars of business management and art **Leadership Studies** Ronald E. Riggio, Michael Harvey, 2011-01-01 This unique cross disciplinary volume encourages a new synthesis in the vibrant field of leadership studies Comprising reflective conversations among scholars from different disciplines the contributors explore common ground for new research and ideas Beginning with chapters by noted experts in fields such as psychology education and philosophy the contributors present the key contributions from their disciplines A final section provides an integration of the different disciplinary approaches Through sustained critical interrogation and discussion the goal is to discover to what extent leadership studies exists or can exist as a meaningful discipline Taken as a whole the book presents a vigorous and timely picture of the diversity of contemporary leadership studies A must read for serious scholars and students of leadership this accessible and insightful book will be an exemplary foundational text for understanding the breadth and reach of interdisciplinary leadership studies Marketing - The Retro Revolution Stephen Brown, 2001-08-21 The rise of retro has led many to conclude that it

represents the end of marketing that it is indicative of inertia ossification and the waning of creativity Marketing The Retro Revolution explains why the opposite is the case demonstrating that retro orientation is a harbinger of change and a revolution in marketing thinking In his engaging and lively style Stephen Brown shows that the implications of today s retro revolution are much more profound than the existing literature suggests He argues that just as retro marketing practitioners are looking to the past for inspiration so too students consultants and academics should seek to do likewise

Entrepreneurial Literary Theory Alexander Search, Suman Gupta, 2017-07-04 Across the world at present researchers and teachers are being exhorted to become entrepreneurial Universities are being restructured accordingly The debate presented in this book considers what that involves and portends for academia Literary studies are often regarded as the most resistant to unfit for entrepreneurial purposes Literary research is therefore taken as a baseline for this debate The uneasy place of literary research within profit driven academia is revealing of the prevailing conditions for scholarship in all areas Questions that are raised and discussed here include What does doing research for the public good mean What is the relationship between profits and benefits from research What are applied and basic research Are concepts of academic freedom and disinterestedness meaningful What is the relationship between corporate and academic research Are skills and knowledge different Can pursuits like close reading and text interpretation be made profitable What is literary value and how can it be measured Can the literary system be modelled to profitable ends Can university teaching be automatized What are the differences between a standard publication agreement and a scholarly publication agreement How can digital and open access academic publication be made profitable Does the academic monograph have a future What sorts of knowledge and skills inform entrepreneurial leadership The Story of Success Leigh Hafrey, 2010-12-07 An innovative business book positioning ethical practice as the cornerstone of success Business ethics Isn t that an oxymoron As a lecturer in ethics communication and leadership at MIT's Sloan School of Management and a moderator of the Aspen Executive Seminar Leigh Hafrey has heard time and again that ethics and business don't mix In The Story of Success Five Steps to Mastering Ethics in Business Hafrey draws on fifteen years of conversations with businesspeople at all stages of their careers from MBA to Chairman of the Board to articulate five steps that generate ethical practice 1 Speak Up Speak Out define your managerial style 2 See the Big Picture recognize the forces that affect your practice 3 Break the Rules Make the Rules Absorb the Costs drive change and know it 4 Tell Good Stories find stories that bring out the best in your people and yourself 5 Test for Truth distinguish fact from fantasy in your story telling Hafrey illustrates these five steps through contemporary books and movies to show how we elaborate a managerial style from early childhood he discusses adult readings of Du Bose Heyward s classic children's tale The Country Bunny and the Little Gold Shoes to explain professional standards he quotes Chinese MBA's on the warrior code of characters in Ang Lee's Academy Award winning film Crouching Tiger Hidden Dragon Hafrey juxtaposes these reports with real life businesspeople's stories of career challenge and personal success and speculates on the way in

which American business values increasingly shape and will be shaped by global culture Managing People Globally Chris Rowley, Wes Harry, 2011-03-24 This wide ranging review of human resources management HRM in Asia draws attention to issues which are substantially different from those which a Western trained manager or student would expect Intra regional issues are examined and in an unusual approach topics are organised thematically rather than by the more typical country by country approach Considers the influences on HRM including the political economic and social contexts and expectations Discusses organisational behaviour impacts on HRM Review of HRM in Asia with topics and practices organised thematically New Paths to Thick Descriptions Richard Elliott, Avi Shankar, 2005 Annotation and integrated rather than by country The papers in this e book focus on data collection and whilst none can claim to be completely new all challenge our usual reliance on focus groups or depth interviews and challenge us to think more creatively of how we might get closer to the actual lived experience of consumers and consumption Beowulf's Popular Afterlife in Literature, Comic Books, and **Film** Kathleen Forni, 2018-08-06 Beowulf's presence on the popular cultural radar has increased in the past two decades coincident with cultural crisis and change Why By way of a fusion of cultural studies adaptation theory and monster theory Beowulf's Popular Afterlife examines a wide range of Anglo American retellings and appropriations found in literary texts comic books and film The most remarkable feature of popular adaptations of the poem is that its monsters frequently victims of organized militarism male aggression or social injustice are provided with strong motives for their retaliatory brutality Popular adaptations invert the heroic ideology of the poem and monsters are not only created by powerful men but are projections of their own pathological behavior At the same time there is no question that the monsters created by human malfeasance must be eradicated Security Operations Management Robert McCrie, 2015-09-11 Security Operations Management 3rd edition is the latest edition the seminal reference on corporate security management operations for today s security management professionals and students The book explores the characteristics of today's globalized workplaces why security has a key role within them and what the greatest concern are to security practitioners and senior managers Incorporating the latest security research and best practices updates to Security Operations Management 3rd edition include explorations of the key skills needed by security managers to demonstrate the value of their security program greater emphasis on identifying and managing risk and coverage of the latest technological advances in security control command communications and computing The third edition also delves more deeply than previous editions into online security training practices as well as investigates the changing roles of women and minorities in security operations Includes all new cases and examples including from outside the U S providing coverage of both the business and technical aspects of security Offers increased coverage of cybercrime and workplace violence Explores the latest technological advances in security control command communications and computing and current techniques for how prospective security personnel are vetted including how to use social media Prepares security professionals for professional certification exams Capitalism and

**Commerce in Imaginative Literature** Edward W. Younkins, 2016-03-07 Fiction can be a powerful force to educate students and employees in ways that lectures textbooks articles case studies and other traditional teaching approaches cannot This anthology includes articles from a number of individuals from a range of different disciplines and perspectives All of the contributors to Capitalism and Commerce in Imaginative Literature are committed to treating literary texts with integrity and believe that business should have a larger claim upon people's literary consciousness. In addition they all value the important role of literature in dealing with the complexities of a capitalist culture This collection of essays provides a means to appreciate the richness and variety of fictional portrayals of businesses and businesspersons The works selected for examination reflect the variety of philosophical political economic cultural social and ethical perspectives that have been found over time in American society The novels and plays analyzed include high literature mid range literature popular literature ancient epics grand narratives hero tales masterpieces ideological texts science fiction and more There are a great many works of literature waiting to be read and studied by business and economically minded individuals from many different viewpoints and fields of study This volume provides a space to explore a wide range of fictional works and opinions about them Science Fiction and Organization Matthew Higgins, Geoff Lightfoot, Martin Parker, Warren Smith, 2003-08-29 Science fiction can be seen as a diagnosis of the present and a vision of possible futures It therefore provides an excellent resource with which to interrogate both contemporary organizing processes and organizations as institutions The marginal activity of science fiction has however been largely ignored in writing on organization theory This international collection is the first book of its kind to explore how science fiction can enrich studies of organization by drawing on perspectives across the arts and social sciences

Adopting the Beat of Appearance: An Mental Symphony within **Fictions Of Business Insights On Management From Great Literature** 

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