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Change, the authors have culled from hundreds of interviews the 34 most instructive and vivid accounts of companies undergoing large-scale change.

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There are a number of models for managing change that can help us to understand the



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change process and people's behaviour. In traditional approaches to leading change the focus far too much on analysis as a means of changing people's thinking.

## **Book Review – The Heart of Change by John Kotter and Dan**

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“ The Heart of Change ” is interpreted as one of a kind - instruction manual; a manual

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suited for  
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About John P. Kotter &  
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The authors gleaned  
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the thirty-four case  
studies included in The

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Heart of Change: Real-Life Stories of How People Change Their Organizations, which is divided into eight...

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Kotter, John P., and Dan S. Cohen. The Heart of Change. Boston, MA: Harvard Business School Press, 2002 ...

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**- Book - Harvard  
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The Heart of Change  
People change what they do because they are shown a truth that influences their feelings. This is especially so in large-scale organizational change, where you are dealing with new technologies, cultural transformation, globalization and e-business. In an age of turbulence, when you

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handle this reality well,  
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people think and feel differently in order to meet your shared goals. According to bestselling author and renowned leadership expert John Kotter and coauthor Dan Cohen, this focus on connecting with people's emotions is what will spark the behavior change and actions that lead to success. Now freshly ...

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## **Change: Real-Life Stories of How People ...**

On its own, "Heart of Change" is not a bad book. There are 8 steps to making successful change, with a main theme that people need to make an emotional connection in order for change to be successful ("See -> Feel -> Change"). However, Kotter doesn't really connect the theme specifically

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to his 8 steps. That specificity is where "Switch" shines.

## **Amazon.com: The Heart of Change: Real-Life Stories of How ...**

Editions for The Heart of Change: Real-Life Stories of How People Change Their Organizations: 1578512549 (Hardcover published in 2002), 1422187349 (ebook...



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## **Editions of The Heart of Change: Real-Life Stories of How ...**

Based on interviews within over 100 organizations in the midst of large-scale change, The Heart of Change delivers the simple yet provocative answer to this question, forever altering the way organizations and individuals approach

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change.

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Based on interviews within over 100 organizations in the midst of large-scale change, *The Heart of Change* delivers the simple yet provocative answer to this question, forever altering the way organizations and individuals approach

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## **The Heart of Change | John Kotter | Macmillan**

A heart of flesh,  
controlled by the Spirit,  
is open to the work of  
the Spirit. Feeling that  
'Godly sorrow that  
leads to repentance,'  
this heart leads to true,  
deep change. (II  
Corinthians 7: 10)...

## **Behavior Changes When the Heart**

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This complete summary of the ideas from John Kotter and Dan Cohen's book "The Heart of Change" asks a fundamental question: "What is the most effective way to actually get organisations to make permanent changes?"

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