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Hard Facts, Dangerous Half-Truths And Total Nonsense ...

Hardcover, 288 pages. Published March 1st 2006 by Harvard Business Review Press (first published 2006) More Details... Original Title. Hard Facts, Dangerous Half-Truths And Total Nonsense: Profiting From Evidence-Based Management.

Hard Facts, Dangerous Half-Truths, and Total Nonsense

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Hard Facts, Dangerous Half-Truths, and Total Nonsense is a

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candid book that challenges executives to commit to evidence-based management as a way of organizational life. And it shows executives how to turn this commonsense approach into common practice.

Hard Facts, Dangerous Half-Truths, and Total Nonsense

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Hard Facts: Dangerous Half-Truths & Total Nonsense by Jeffrey Pfeffer and Robert I. Sutton lays out an argument for how powerful evidence-based management can be. The gist of the book is to explore how so many "common sense" actions we take in business may not be the best choice, after all, when the underlying data is looked at objectively.

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Hard Facts, Dangerous Half-Truths, and Total Nonsense: Profiting
from Evidence-Based Management. Written by: Jeffrey Pfeffer
and Robert I. Sutton. Boston, MA: Harvard Business School Press,
2006. 276+x pages. Reviewed by: George Castellion

Book Review: Hard Facts, Dangerous Half-Truths, and

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Total ...

This work offers a summary of the book "HARD FACTS, DANGEROUS HALF-TRUTHS AND TOTAL NONSENSE: Profiting from Evidence-Based Management" by Jeffrey Pfeffer and Robert Sutton. Managing a business profitably is always hard work.

Summary: Hard Facts, Dangerous Half-Truths and Total ...

Hard Facts, Dangerous Half-Truths, and Total Nonsense Profiting from Evidence-Based Management. March 2006; Strategy and Leadership 34(2):35-42; DOI: 10.1108/10878570610652617.
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(PDF) Hard Facts, Dangerous Half-Truths, and Total ...

Hard Facts, Dangerous Half-Truths, and Total Nonsense: Profiting from Evidence-based Management Hardcover - 1 Mar. 2006 by Jeffrey Pfeffer (Author), Robert I. Sutton (Author)

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To demonstrate the dangers lurking in such beliefs, *Hard Facts* examines 6 widely held—but flawed—half-truths in management topics such as leadership, strategy, change, talent management, incentives, and the connection between work and the rest of life.

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either total nonsense, without any foundation in the evidence, or

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were insidious half-truths that wrought destruction when they were embraced and applied without understanding the half that was false. These half-truths include:

- Work is fundamentally different from the rest of life and should be.
- The best organizations have the best people.

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