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Andrew Winston on 'the big pivot' necessary in business [SB '13 interview] *The Big Pivot Radically Practical*

This item: *The Big Pivot: Radically Practical Strategies for a Hotter, Scarcer, and More Open World* by Andrew S. Winston Hardcover \$24.38. In Stock. Ships from and sold by Amazon.com. *Thinking in Systems: A Primer* by Donella H. Meadows Paperback \$16.08.

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At its core, the Big Pivot mind-set is about prioritizing environmental and social challenges and opportunities and treating them as central to business success or failure, not as philanthropy or niche issues. This means funding and supporting these initiatives like the high priorities they are.

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That's the Big Pivot ... and it's nonnegotiable. Big-Pivot strategy represents a major shift in consciousness for the private sector, but it's not entirely radical. In fact, this kind of thinking is highly conservative, with a major dose of self-interest. We need to conserve the planet's capacity to support us for our own good.

The Big Pivot: Radically Practical Strategies for a Hotter ...

The Big Pivot . Radically Practical Strategies for a Hotter, Scarcer, and More Open World. Andrew S. Winston. Hardcover. List Price: 30.00* * Individual store prices may vary. Description. We live in a fundamentally changed world. It's time for your approach to strategy to change, too.

The Big Pivot: Radically Practical Strategies for a Hotter ...

"Andrew Winston's The Big Pivot offers a radical new direction for business that also represents the most practical path forward...a must-read for anyone interested in the future of business and our world".
- Paul Polman, former CEO, Unilever & Founder, Imagine

Books | Andrew Winston

With concrete advice and tactics, and new stories from companies like British Telecom, Diageo, Dow, Ford, Nike, Unilever, Walmart, and many others, The Big Pivot will help you, and all of us, create more resilient businesses and a more prosperous world. This book is the blueprint to get you started.

The Big Pivot by Winston, Andrew S. (ebook)

The Big Pivot: Radically Practical Strategies for a Hotter, Scarcer, and More Open World. ... Ford, Nike, Unilever, Walmart, and many others, "The Big Pivot" will help you, and all of us, create more resilient businesses and a more prosperous world. This book is the blueprint to get you started. Product #: Pages: 352.

A best-selling author and business expert discusses emerging opportunities for companies in the face of climate change, the growth of a global middle class and supply chain scrutiny and explains strategies used by Unilever, Nike, Ford and others to adapt the new challenges. 20,000 first printing.

We live in a fundamentally changed world. It's time for your approach to strategy to change, too. The

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evidence is all around us. Extreme weather, driven by climate change, is shattering records all over the planet. Our natural resources are in greater demand than ever before as a billion more people enter the global middle class, wanting more of everything. Radical transparency is opening up company operations and supply chains to public scrutiny. This is not some futuristic scenario or model to debate, but today's reality. We've passed an economic tipping point. A weakening of the foundations of our planetary infrastructure is costing businesses dearly and putting our society at risk. The mega challenges of climate change, scarcity, and radical transparency threaten our ability to run an expanding global economy and are profoundly changing "business as usual." But they also offer unprecedented opportunities: multi-trillion-dollar markets are in play, and the winners of this new game will profit mightily. According to Andrew Winston, bestselling author (Green to Gold) and globally recognized business strategist, the way companies currently operate will not allow them to keep up with the current—and future—rate of change. They need to make the Big Pivot. In this indispensable new book, Winston provides ten crucial strategies for leaders and companies ready to move boldly forward and win in this new reality. With concrete advice and tactics, and new stories from companies like British Telecom, Diageo, Dow, Ford, Nike, Unilever, Walmart, and many others, The Big Pivot will help you, and all of us, create more resilient businesses and a more prosperous world. This book is the blueprint to get you started.

From the Publishers Weekly review: "Two experts from Yale tackle the business wake-up-call du jour—environmental responsibility—from every angle in this thorough, earnest guidebook: pragmatically, passionately, financially and historically. Though "no company the authors know of is on a truly long-term sustainable course," Esty and Winston label the forward-thinking, green-friendly (or at least green-acquainted) companies WaveMakers and set out to assess honestly their path toward environmental responsibility, and its impact on a company's bottom line, customers, suppliers and reputation. Following the evolution of business attitudes toward environmental concerns, Esty and Winston offer a series of fascinating plays by corporations such as Wal-Mart, GE and Chiquita (Banana), the bad guys who made good, and the good guys—watchdogs and industry associations, mostly—working behind the scenes. A vast number of topics huddle beneath the umbrella of threats to the earth, and many get a thorough analysis here: from global warming to electronic waste "take-back" legislation to subsidizing sustainable seafood. For the responsible business leader, this volume provides plenty of (organic) food for thought. "

Presents a unique pragmatic framework for shaping and solving strategic problems in a practical, creative and ethical manner.

Get ready to grind! Are you willing to go out there on that field with your face paint and your helmet, up against all adversity? Take it all in this season! Khali Raymond has brought you poetry that'll get you pumped before primetime!

When the economy turns rough, many companies sideline their green business initiatives. That's a big mistake. In Green Recovery, Andrew Winston shows that no company can afford to wait for the downturn to ease before going green. Green initiatives ratchet up your company's resource efficiency, creativity, and employee motivation. They save energy, waste, and money, preserving precious capital—and give precise focus to your innovation efforts and strategic priorities. Part manifesto and part how-to guide, this concise and engaging book provides a road map for using green initiatives to deliver short-term gains and position your company for long-term strategic growth. You'll discover how to: -Get lean: Amp up your energy and resource efficiency to survive tough times -Get smart: Use environmental data about products and supply chains for competitive advantage -Get creative: Rejuvenate your innovation efforts by asking heretical questions such as "How might we operate with no fossil fuels?" -Get going: Engage and excite employees to solve the company's, the customer's, and the world's environmental challenges Green Recovery is your guide to establishing your competitive positioning in difficult times and emerging even stronger into a vastly changed economy.

Runaway climate change and rampant inequality are ravaging the world and costing a fortune. Who will help lead us to a better future? Business. These massive dual challenges—and other profound shifts, such as pandemics, resource pressures, and shrinking biodiversity—threaten our very existence. Other megatrends, such as the push for a clean economy and the unprecedented focus on diversity and inclusion, offer exciting new opportunities to heal the world, and prosper by doing so. Government cannot do this alone. Business must step up. In this seminal book, former Unilever CEO Paul Polman and sustainable business guru Andrew Winston explode fifty years of corporate dogma. They reveal, for the first time, key lessons from Unilever and other pioneering companies around the world about how you can profit by fixing the world's problems instead of creating them. To thrive today and tomorrow, they argue, companies must become "net positive"—giving more to the world than they take. A net positive company: Improves the lives of everyone it touches, from customers and suppliers to employees and communities, greatly increasing long-term shareholder returns in the process. Takes ownership of all the social and environmental impacts its business model creates. This in turn provides opportunities for innovation, savings, and building a more humane, connected, and purpose-driven culture. Partners with competitors, civil society, and governments to drive transformative change that no single group or enterprise could deliver alone. This is no utopian fantasy. Courageous leaders are already making it real—and the stakes couldn't be higher. With bold vision and compelling stories, Net Positive sets out the principles and practices that will deliver the scale of change and transformation the world so desperately needs. Join the movement now at netpositive.world

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The Great Pivot describes 30 sustainability projects in five areas - advanced energy communities, low-carbon mobility, the circular economy, food waste reduction, and nature restoration - that will create millions of meaningful jobs.

Effectively understand yourself and others, to achieve a happier, healthier life. Improve your personal and professional relationships by learning a range of mental skills that can help you to successfully manage both yourself and the demands of working with others. Teaching you to stay in control, interpret body language and cope with negativity, this Practical Guide will help you to become aware of your own feelings and those of others, understand them and manage their impact. Filled with exercises, case studies and useful tips, Emotional Intelligence will help you to get smart about emotions and improve both your physical and psychological well-being.

This book presents a step-by-step process aimed at helping you create the most successful business possible in the 21st century competitive landscape, empowering corporate citizenship professionals to accelerate their credibility within their company as an effective contributor who understands their company's strategy and who creates value.

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