### 英汉对照管理袖珍手册

# 管理变革



本书中的各种技巧 和工具能帮您更有效地 管理变革,应对变革

> Neil Russell-Jones 著 刘 恋 译

上海交通大学出版社













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#### 图书在版编目(CIP)数据

管理变革/(英)琼斯(Jones, N. R)著;刘恋译. - 上海:上海交通大学出版社,2002(2003 重印)

(英汉对照管理袖珍手册)

ISBN 7-313-02933-0

I. 管… Ⅱ. ①琼… ②刘… Ⅲ. 管理学-对照读物-英、汉 Ⅳ. C93

中国版本图书馆 CIP 数据核字(2001)第 694777 号 责任编辑 杨 鹏

#### 英汉对照管理袖珍手册:管理变革

Neil Russell-Jones 著 上海交通大学出版社出版发行

(上海市番禺路 877 号 邮政编码 200030) 电话: 64071208 由版人: 张天荫

立信会计出版社常熟市印刷联营厂印刷 全国新华书店经销 开本:890mm×1210mm 1/61 印张:3,375 字数:102 千字

2002年2月第1版 2003年1月第2次印刷 印数: 5051~10100

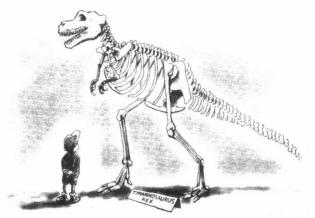
ISBN 7-313 02933-O/C・06 定价: 8,00元

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This translation by arrangement	of the Managing with Managemen	Change Pocke t Pocketbooks	tbook first publ Limited.	ished in 1995	is published

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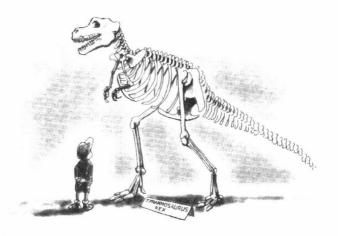
Dinosaurs died out! Mammals did not!



Instead they embraced change and survived.

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#### 恐龙灭绝了! 哺乳动物没有!



相反它们接受了变革并存活至今。

#### 录

(1)



我们该怎样作出或者不作出反 应,本书所试图阐明的内容



#### 变革是什么?

(7) 变革的定义,不断增加的变革,变 革的动力,组织变革的原因。 宝例



#### 变革总动员

(41)赞同与拥护,变革的定位,专家 观点,"成功"原则,变革的障碍, 文化管理, 应对变革的正负反 应,企业准备,个案研究



#### 成功实施变革

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沟通面对面

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消除误解的五种方法



#### 后记

如何做到聪明而不糊涂,一些小 技巧,进阶阅读

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#### INTRODUCTION

How we do or don't react, what this book seeks to achieve



#### MAKING CHANGE HAPPEN Key steps (analysis, design,

planning, implementation), a team approach to managing change, dealing

(133)



#### WHAT IS CHANGE?

(7)Definitions, incremental change, change drivers, the reasons why organisations change - examples



#### COMMUNICATION

with resistance

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The 5 Ws - to avoid misunderstanding



#### PREPARING FOR CHANGE

Commitment, positioning, expert views. the 'SUCCESS' principle, barriers, culture, dealing with negative and positive response, organisational readiness, case studies



#### **EPILOGUE**

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How to be SMART and not STUPID. tips further reading



# INTRODUCTION 导 言

#### INTRODUCTION



Change is with us and will always be here, and there are two ways of dealing with it:

- Reactively, by responding only when one has to, usually too late
- Proactively, by planning for change and trying to keep, if not one step ahead, then at least in the vanguard of change

Of course, there is a third option - ignore if and hope it will go away. This was the course followed by dinosaurs, dodos and many companies that could not read the writing on the wall (eg: British motor bike manufacturers which were devoured by the Japanese onslaught).



变革将永远存在,并且与我们形影相随。对待变革的方式有两种:

- 应激反应, 只在迫不得已时才作出反应, 往往已经为时过晚
- 超前反应,为打造变革提前计划准备并且持之以恒,即使不能够领先一步,至少也要成为变革的先驱

当然还有第三种选择——完全无视变革,希望它会自行消失。这也正是已经灭绝了的恐龙、渡渡鸟(产于毛里求斯的一种巨鸟,已绝种,译注)和许多对颠覆的征兆熟视无睹的公司所选择的道路(例如:在日本同类产品的猛烈进攻之下遭受毁灭性打击的英国摩托车制造业)。

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#### INTRODUCTION



Change and change **progra**mmes are however, necessarily difficult and complex to manage, and even, sometimes, to understand.

The objective of this book is to clarify the key elements in the process, including the problems, pitfalls solutions and the assistance available to those involved in change programmes. You may be an active participant, or on the receiving end, or you may just wish to understand more about it.

This book will not make you **into a change** expert but it will, we hope, give a good understanding of the basics and serve as an introduction to the process of change.



然而,成功地实施变革以及变革的方案必定艰难而复杂,有时甚至理解它们都很困难,很复杂。

本书着力于阐明整个变革过程中的诸多关键因素,包含问题、陷阱、解决方案以及 具体实施步骤中可能获得的帮助。你可以是一个管理变革的积极参与者,也可以只是一 味地接受变革,或者你仅仅希望对变革了解得更多一些。

本书并不能够将你塑造成为一个变革专家,但是我们希望它能够把管理变革的基本原理阐释得清楚明白,并且成为一本关于变革过程的人门初阶。

### NOTES 笔 记



Table Mark Colon C		



# WHAT IS CHANGE? 变革是什么?

#### WHAT IS CHANGE?

#### **DEFINITIONS**



Noun - Making or becoming different

- Difference from previous state

Substitution of one for another

Variation

Verb -

 To undergo, show or subject to change

To make or become different.

The emphasis is on making something different. This could be a major change or merely incremental. Whichever it is implies a difference:







#### 变革是什么?



定义

名词——制造或呈现出的差异

--- 与先前不同的状态

----对一的替换

---变化

动词——承受、展现成顺应变化

——制造或呈现差异

重点在于使事物变得不同。下图可以说是一个突破式的变革或者仅仅是一些分步 完成的变化,但不管怎么说它都意味着差异;



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