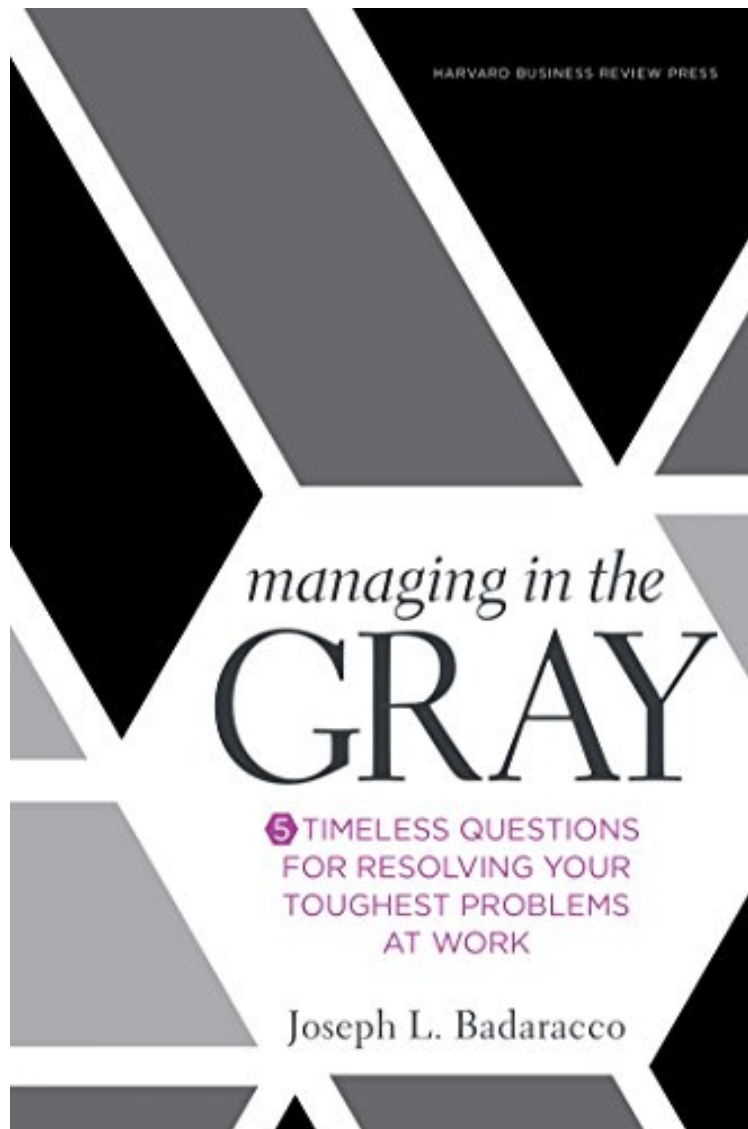


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Managing in the Gray: Five Timeless Questions for Resolving Your Toughest Problems at Work

Joseph L. Badaracco Jr.

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to produce a workable process for problem solving. As he puts it - work through it as a manager and solve as a human being. He lays out four mgmt questions - what are the consequences, what are our obligations, what is practical and who are we (mission). Then the final question - what can we live with. Reads quickly and provides a good process to not only make a decision, but to implement once made. 2 of 2 people found the following review helpful. Think of it as a guide to make better decisions in a complex world where the answers or ...By Joel M. KoblenzDr Badaracco's book, "Managing in the Grey" is worth noting. It suggests that a decision makers take a step to the side and consider carefully the five timeless questions that the author sets forth. Think of it as a guide to make better decisions in a complex world where the answers or the path and pace aren't clear and somewhat uncertain. 0 of 0 people found the following review helpful. Great read!By James A. TrinkaExcellent book with great examples for dealing with gray area issues. The author's 5 questions provide a useful guide to approaching those right vs. right ethical decisions.

How to Resolve the Really Hard ProblemsEvery manager makes tough callsit comes with the job. And the hardest decisions are the gray areasrdquo;situations where you and your team have worked hard to find an answer, yoursquo;ve done the best analysis you can, and you still donrsquo;t know what to do. But you have to make a decision. You have to choose, commit, act, and live with the consequences and persuade others to follow your lead. Gray areas test your skills as a manager, your judgment, and even your humanity. How do you get these decisions right?In *Managing in the Gray*, Joseph Badaracco offers a powerful, practical, and even radical way to resolve these problems. Picking up where conventional tools of analysis leave off, this book provides tools for judgment in the form of five revealing questions. Asking yourself these five questions provides a simple yet profound way to broaden your thinking, sharpen your judgment, and develop a fresh perspective. What makes these questions so valuable is that they have truly stood the test of timetheyrsquo;ve guided countless men and women, across many centuries and cultures, to resolve the hardest questions of work, responsibility, and life. You can use the five-question framework on your own or with others on your team to help you cut through complexities, understand critical trade-offs, and develop workable solutions for even the grayest issues.