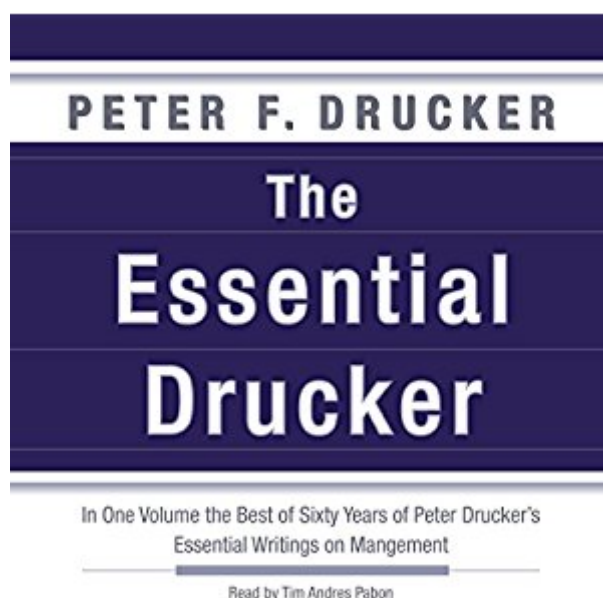


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# The Essential Drucker: In One Volume The Best Of Sixty Years Of Peter Drucker's Essential Writings On Management



## Synopsis

Father of modern management, social commentator, and preeminent business philosopher Peter F. Drucker analyzed economics and society for more than 60 years. Now, for listeners everywhere who are concerned with the ways that management practices and principles affect the performance of organizations, individuals, and society, there is *The Essential Drucker* - an invaluable compilation of essential materials from the works of a management legend. Containing 26 core selections, *The Essential Drucker* covers the basic principles and concerns of management and its problems, challenges, and opportunities, giving managers, executives, and professionals the tools to perform the tasks that the economy and society of tomorrow will demand of them.

## Book Information

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## Customer Reviews

This is an excellent book to source the wisdom of Peter Drucker. He isn't only the father of modern business philosophy, he wrote, eloquently about politics and self-development as well. This little book condenses some of his finer points in one book. He is probably one of the most quoted business consultants and writers of the past three generations and if you haven't read his work, you have no doubt read someone else's books or columns that has emulated Drucker. Tom Peters - *In Search of Excellence: Lessons from America's Best-Run Companies* (Collins Business Essentials), Seth Godin - *The Little Big Things: 163 Ways to Pursue EXCELLENCE* Seth Godin - *Linchpin: Are You Indispensable?*, Purple Cow, New Edition: *Transform Your Business by Being Remarkable*--Includes new bonus chapter, Jim Collins - *Good to Great and the Social Sectors: A*

Monograph to Accompany Good to Great, Forbes - "How Capitalism Will Save Us: Why Free People and Free Markets Are the Best Answer in Today's Economy" All of these writers, thinkers and business consultants owe a debt to Peter Drucker. One of the best Drucker quotes from this book, "The purpose of a business is to create a customer," He was the first to identify critical principles in management, economics, politics, and the world in general. One of the more popular principles we have read in Fast Company to Forbes is "Management by Objectives and Self-Control" ("Each manager, from the 'big boss' down to the production foreman or the chief clerk, needs clearly spelled-out objectives") So if you're like me you like to know the history behind current trends. This book will give you perspective on where current business pontiffs source their work, where business leadership was and should be, and most important why we are in such an economic mess. Peter Drucker would have made an excellent President, Secretary of State, Commerce Secretary, or Secretary of the Interior.

Peter Drucker has had a truly unique perspective and influence on the development of modern organizational management practices. He is old enough to have known Alfred Sloan of General Motors, and was a studious observer of the rise of the modern corporation, all the way through to its present most advanced state, the post-industrial knowledge-based corporation. Furthermore, Drucker has made major contributions over the decades to management theory and practice, through his books, teaching, consulting, and many articles in publications such as the Harvard Business Review. He has studied a broad span of management topics, from organizational behavior to individual behavior to the impact of organizations and businesses on society. He is even a bit of a futurist. So, who better to have one's life work collected into a single volume, to provide an overview of 20th century management theory? "The Essential Drucker" (TED) is definitely worth reading, for anyone with a modicum of interest in organizational management. For someone like myself, with a good number of years in business, it served as an excellent refresher course and validated many of my own beliefs about management, and the teachings that I've received through other channels. Drucker's writings are the antithesis of faddish, flaky management theories; he advocates a very solid, non-flashy, heads-down, customer and results focused approach to management that also manages to be humane. There are so many nuggets of wisdom sprinkled throughout TED that I would not be doing justice to the book to highlight only a few of them. One impression that comes across strongly, reading thoughts that Drucker put to paper decades ago, is just how true and applicable they are today. Having heaped much praise on Drucker and TED, I'm obligated to point out the book's major flaw, which is a function of the way it was put together. Drucker has produced

so much writing on so many topics that it is perhaps an impossible task to condense the highlights into a single volume, and still retain anything close to the full force of his arguments. Reading TED, it appears that what most often was edited out (but not always, to be fair) was the evidence (anecdotal or otherwise) in support of his theories. You still get the theories and the declarative statements, but what is often missing is the supporting evidence and examples of the application of the theories, to provide a proper context. A veteran manager can supply these from one's own personal experience, as I was often able to do, but I feel that inexperienced readers, such as the students who Drucker claims are part of the target audience for TED, might struggle with the book. Given that Drucker and his editor decided to make a single volume rather than two or three, TED is a worthwhile summary of a lifetime's work from a great management thinker, and a decent overall survey of 20th century management theory and practices.

I have to admit that I am a latecomer to Drucker. I decided to give it a try when someone whom I respect immensely mentioned his name in passing. As there are about 50 books/essays to choose from, I picked this based solely on the title (and the reviews, of course!). I have to say that I have been very impressed with the clarity of thought, the simplicity of his ideas, and more importantly the longevity of his advice (considering that some of his initial work was with GM when Alfred Sloan was around). I, perhaps like other people, mistakenly wrote Drucker off in favor of new authors on the block. However, that's been my loss until recently. Furthermore, I decided to try some of his ideas relating to performance management, employee morale and setting expectations - the bread and butter of most business settings. The simplicity of his ideas coupled with their easy applicability is what impressed me. I will definitely try some of his other books, having gone through this and would recommend this to anyone else not sure about Drucker. So, why the 4 stars instead of 5? The book, in an attempt to cover his best writings, covers everything from business strategy to social entrepreneurship to business history. That leaves the reader wanting more details and examples in the individual articles.

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