
The Knowing Doing Gap How Smart Companies Turn Knowledge Into Action

The Knowing-Doing Gap: Why You Do Things You Know You ...

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The Knowing-Doing Gap - Jeffrey Pfeffer

The Knowing-Doing Gap - Jeffrey Pfeffer and Robert Sutton explore how companies can turn talk into action, and why promoting internal competition may not help. November 1, 1999 | by Jeffrey Pfeffer

Most business executives in the United States believe strongly in the virtues of competition, not only between organizations but within them as well.

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Stanford professors Jeffrey Pfeffer and Robert I. Sutton, authors of *The Knowing-Doing Gap* (HBS Press), believe the answer lies not in the managers themselves but in embedded forces that undermine an organization's ability to turn knowledge into action. In this interview, Pfeffer and Sutton explain how such action inhibitors as hollow talk, debilitating fear, destructive internal competition, poorly designed and complex measurement systems and mindless reliance on precedent can stop ...

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The Knowing-Doing Gap is the first book to confront the challenge of turning knowledge about how to improve performance into actions that produce measurable results. Jeffrey Pfeffer and Robert Sutton, well-known authors and teachers, identify the causes of the knowing-doing gap and explain how to

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In the book *The Knowing-Doing Gap*, Jeffrey Pfeffer and Robert I. Sutton wrote about the gap as seen in the business world, where much time and money are spent on learning how to improve the way things are done. However, new ideas often are not implemented, leaving businesses with little to show for their newly acquired knowledge.

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In their book *The Knowing-Doing Gap: How Smart Companies Turn Knowledge into Action*, authors Jeffrey Pfeffer and Robert I. Sutton discuss why our actions often don't match our ideals, and what we can do about it. Although the authors' research is drawn from the corporate world, I read the book as a self-help guide, looking for ways to stop perpetuating behavior I know is bad for me: postponing work, playing addictive computer games, eating hotel minibar food that hardens my arteries and ...

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The Knowing-Doing Gap Quotes Showing 1-9 of 9. "Now consider the essence of the management education process—the business school experience—as practiced at leading institutions in the United States as well as those throughout the world. The essence of this education process is talk—learning how to sound smart in case discussions or to write smart things (talk turned into writing) on essay examinations based on business cases.

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Knowledge ... The Knowing-Doing Gap is the first book to confront the challenge of turning knowledge about how to improve performance into actions that produce measurable results. Jeffrey Pfeffer and Robert Sutton, well-known authors and teachers, identify the causes of the knowing-doing gap and explain how to close it. The Knowing-Doing Gap: How Smart Companies Turn Knowledge ... In The Knowing-Doing Gap (How Smart Companies Turn Knowledge into Action) they attempt to address one of the main root causes of the problems organizations face in 21st century economy: why the ideas that are widely known and proven to be useful remain unimplemented? The Knowing-Doing Gap - #hypertextual The Knowing-Doing Gap We're not getting the results we want because we aren't taking the actions we know we should in order to get those results. There's this gap between what we know and what we do. The Knowing-Doing Gap: Why You Do Things You Know You ... The Gap The inability to put new ideas into practice is called the knowing-doing gap. It is a widely used moniker that is not unique to education; it is taught in college courses, a vital part of leadership training, and is a mainstay in the world of business. In the words of Dale Carnegie, "Knowledge isn't power until it is applied." Stanford professors Jeffrey Pfeffer and Robert I. Sutton, authors of The Knowing-Doing Gap (HBS Press), believe the answer lies not in the managers themselves but in embedded forces that undermine an organization's ability to turn knowledge into action. In this interview, Pfeffer and Sutton explain how such action inhibitors as hollow talk, debilitating fear, destructive internal competition, poorly designed and complex measurement systems and mindless reliance on precedent can stop ...

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