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Kotter's Leading Change became
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an eight-step program for
organizational change that was
embraced by executives around
the world. Then, Kotter and co-
author Dan Cohen's The Heart of
Change introduced the
revolutionary "see-feel-change"
approach, which helped
executives understand the crucial
role of emotion in successful
change efforts.

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by. Dan S. Cohen. 3.83 · Rating details · 190 ratings · 11 reviews. In 1996, John P. Kotter's *Leading Change* became a runaway best seller, outlining an eight-step program for organizational change that was embraced by executives around the world. Then, Kotter and co-author Dan Cohen's *The Heart of Change*

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THE HEART OF CHANGE Dr. John Kotter and Dan S. Cohen In The Heart of Change, the authors have culled from hundreds of interviews the 34 most instructive and vivid accounts of companies undergoing large-scale change.

~~The Heart of Change | A Book by Dr. John Kotter & Dan S. Cohen~~
Change is an eight step process that few handle well. These steps are: 1. Create a sense of urgency so that people start telling each other "Let's go, we need to change things!". 2. Pull together a guiding team powerful enough to guide a big change. 3.

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The Heart of Change. The Heart of Change by John Kotter and Dan Cohen delves into the subject of transformational change and gets at the heart of how highly successful change actually happens. Kotter builds on the best-selling Leading Change * and his 8-step change model and introduces compelling real-life stories from leaders in all kinds of businesses in The Heart of Change *.

~~Book Review — The Heart of
Change by John Kotter and Dan ...~~

The Heart of Change. Boston, MA: Harvard Business School Press, 2002. Find it at Harvard; About

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The Author: John P. Kotter...
Soldiers Field Boston, MA 02163

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Step one: Increase urgency-
getting people to say "let's do
something". Step two: Build
guiding teams- finding the right
people to make change happen.
Step three: Get the vision right-
seeing the future.

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interviews the thirty-four case
studies included in The Heart of
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Dr. Kotter talks about how to win over both hearts and minds in his book *The Heart of Change*. Within Dr Kotter's 8 Step Process winning hearts and minds is a...

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The heart is the most powerful source of electromagnetic energy in the human body, producing the largest rhythmic electromagnetic

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field of any of the body's organs. The heart's electrical field is about 60 times greater in amplitude than the electrical activity generated by the brain.

~~Chapter 06: Energetic
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