# EFFECTIVE MULTI-UNIT LEADERSHIP

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Multi-Linit Leaders, working in constant tension between units and the centre, should read the back and then look again, as I did, at how they lead their teams to deliver results for customers and irrestors Ion Burke, Chairman and CEO, Bank Group etc.

Effective Multi-Unit Leadership is a refreshingly engaged enquiry into an important and under researched topic. These findings will be of great interest to academics and practitioners alike

Professor Duncan Angerin, Oxford Brookes University, UK

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# Effective Multi Unit Leadership By Chris Edger 1 Oct 2012 Hardcover

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#### Effective Multi Unit Leadership By Chris Edger 1 Oct 2012 Hardcover:

Effective Multi-Unit Leadership and International Multi-Unit Leadership Chris Edger, 2013-11-01 Chris Edger looks at that key managerial cohort in the retail hospitality and service sectors operating between the centre and unit the Multi Unit Leader MUL Sandwiched between the centre and the unit they need to motivate unit managers and team members to provide great service whilst simultaneously fulfilling the Centre's compliance agenda Based on extensive case study research across multi unit service organisations in developed economies this first book is an essential guide to practitioners and academics on the art and science of Effective Multi Unit Leadership Edger provides an Integrated Model of MUL that explains how key activities are driven through behavioural practices underpinned by MUL personal characteristics The second book International Multi Unit Leadership takes a broader cross border perspective on leading from the middle in international service based subsidiaries that are committing significant capital to emerging markets and addresses how MULs generate commitment amongst unit managers and team members whilst coping with their firm's country of origin based control **Effective Multi-Unit Leadership** Chris Edger, 2016-04-29 There is a growing recognition of the increasing agendas importance of local leadership practice within multi unit service contexts given the threat to costly land based retail infrastructures from smart technologies Multi site organizations are economically significant but currently under researched and poorly understood In Effective Multi Unit Leadership Chris Edger looks at that key managerial cohort in the retail hospitality and service sectors operating between the centre and unit the Multi Unit Leader MUL This district area or regional manager is tasked with maximising revenue and profit from a complex and ambiguous positional space being sandwiched between the centre and unit facing the MUL paradox how do they motivate unit managers and team members to provide great service whilst simultaneously fulfilling the Centre's compliance agenda Based on extensive case study research across a range of multi unit service organisations Edger advances an Integrated Model of MUL that elucidates how key activities sales led service systems and standards 3Ss are driven through behavioural practices commitment control and change 3Cs underpinned by MUL personal characteristics expertise emotional intelligence and energy 3Es Central to this model is the notion of portfolio optimisation through social exchange POSE where MULs apply local leadership leveraging their portfolios through the deft application of exchange based currencies Replete with case studies Effective Multi Unit Leadership will appeal to high potential unit managers existing multi unit leaders who want to improve their performance levels and retail service directors wishing to train and coach their direct reports as well as business educators and those with an academic interest in organisational studies Multi-Unit Leadership Jim Sullivan, 2011-06-23 Multi Unit Leadership is the best selling book used in over 170 000 businesses worldwide Managing multiple units requires significantly different skills than managing just one This book details those skills in seven distinct stages and shares the best practices from successful multiunit leaders worldwide Perfect for regional managers and franchisees who need to know the difference between hands

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