



Günter Lueger
Hans-Peter Korn
(eds.)

Solution-Focused Management

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The Solution-Focused Approach developed by Steve de Shazer and Insoo Kim Berg has been well established across many areas of society. In this book, the practical uses of solution-focused work in companies and management are shown. By means of conceptual contributions, as well as many case studies and projects in practice, current developments in Leadership, Marketing and Sales, Project Management, Work Design, Human Resources, Organisational Development and Learning, Training and Coaching, as well as Conflict Management are described. In addition, we also present empirical studies on the effect of solution-focused work in enterprises.

Key words: solution-focused approach, solution-focused management, solution orientation, consulting, coaching, change management

Günter Lueger is a director of NextTools and has developed SF management instruments like Solution-focused Assessment, SF-Rating and the NextToolbox based on the theory of positive differences. He lectures internationally and writes articles and books about the transfer of SF principles into different fields of management. He supports companies to redesign their management instruments to find the difference that makes a difference to their success (www.nexttools.net).

Hans-Peter Korn started to work as a scientist (PhD) in nuclear physics. He was then active in line- and project-management on different levels in power plant engineering, the financial industries, air transport industries and software engineering. Fascinated with systemic and solution-focused management in theory and practice, he started his own business as an OD- and PD-consultant (www.korn.ch).

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