

# Robert Heller

## Quotes

*Business, Management, Innovation, Failing, Boss, Want, Thinking, Choices, Way, Facts, People, Enormous, Cooking, Risk, Sophisticated, Running, Mean, Administration, Impossible, Lying*

Never ignore a gut feeling, but never believe that it's enough.

~Robert Heller

Effective management always means asking the right question.

~Robert Heller

The first myth of management is that it exists.

~Robert Heller

The difference between management and administration (which is what bureaucrats used to do exclusively) is the difference between choice and rigidity.

~Robert Heller

The first myth of management is that it exists. The second myth of management is that success equals skill.

~Robert Heller

Think before you act: it's not your money.

~Robert Heller

The easiest way of making money is to stop losing it.

~Robert Heller

Cash in must exceed cash out.

~Robert Heller

Without the right attitude, a business with everything going for it will fail.

~Robert Heller

Successful innovation has consistently proved to be fluid and flexible, fast and furious - that is, passionate.

~Robert Heller

Most people don't manage to the utmost of their ability because they don't want to.

~Robert Heller

Either an executive can do his job or he can't.

~Robert Heller

No decision in business provides greater potential for the creation of wealth (or its destruction, come to think of it) than the choice of which innovation to back.

~Robert Heller

Here lies one of the world's rare generalized TINAs. There Is No Alternative to creativity and innovation: these days, obscurantism and conservatism will do for you every time.

~Robert Heller

Things have to be made to happen in a way you want them to happen. Without management, without the intervention of organized willpower the desired result simply cannot be obtained.

~Robert Heller

No talent in management is worth more than the ability to master facts-not just any facts, but the ones that provide the best answers.

~Robert Heller

All good management is the expression of one great idea

~Robert Heller

No executive devotes effort to proving himself wrong.

~Robert Heller

Management capability is always less than the organization actually needs.

~Robert Heller

If you are doing something wrong, you will do it badly.

~Robert Heller

If you are attempting the impossible, you will fail.

~Robert Heller

If sophisticated calculations are needed to justify an action, don't do it.

~Robert Heller

Managers are to information as alcoholics are to booze. They consume enormous amounts, constantly crave more, but have great difficulty in digesting their existing intake.

~Robert Heller

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