



Tough Calls: Making the right decisions in challenging times

Allan Leighton

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We all make decisions every day. Most of them are pretty straightforward, but every so often there are some really tough calls. In business the choices that executives are sometimes faced with can make the difference between acclaimed success and ongoing prosperity, and failure and financial disaster.

In *Tough Calls*, leading businessman Allan Leighton focuses on specific decisions he has made in the course of his career - at ASDA, Royal Mail and elsewhere - and describes the thought processes behind them. He also talks to many others in the know, from Sir Stuart Rose and Sir Terry Leahy to Adam Crozier at ITV and Stephen Hester at RBS. Taking into account facts that were known to them at the time, as well as other interrelated factors and potentially high-risk consequences, this line-up of top executives outline their approaches to breaking down often highly complex problems into achievable solutions.

All Allan Leighton's royalties from this book will be donated to Breast Cancer Care (Registered charity: England and Wales 1017658, Scotland SC038104)

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