



Tough Calls: Making the right decisions in challenging times

By 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.

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Editorial Review

Review

"Admirable stuff. I have no doubt Tough Calls will follow Leighton's *On Leadership* onto the bestseller charts. It deserves to. We need leaders of Leighton's simple, direct, analytical and visionary stamp to see our great corporations through. Tough Calls is a topical read indeed" -- Tim Waterstone *Management Today*

"Tough Calls should be compulsory reading for anyone aspiring to the boardroom. But, equally, it is a useful guide for leaders and decision-makers in many walks of life, from voluntary organizations to community councils" *The Herald*

"There are many enjoyable moments in Allan Leighton's latest book, *Tough Calls*" *Independent*

"An engaging, very readable collection of business anecdotes from such luminaries as Sir Terry Leahy and Archie Norman" *Business XL*

"Unlike many other authors in this field, [Allan Leighton] doesn't try to bamboozle you with jargon or fancy theories; he tells it like it is" *Asian Trader*

About the Author

Allan Leighton is currently nonexecutive director of BSkyB and George Weston, as well as deputy chairman of Selfridges & Co. His first book, *On Leadership*, was a best-seller when it appeared in 2007.

Users Review

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