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In 1994 John Kotter wrote an article for Harvard Business Review titled, Leading Change: Why Transformation Efforts Fail. The article became one of the most popular ones written for the journal. Kotter later extended the ideas expounded in the article in a book titled, Leading Change, published in 1996. This is the updated and second version of that book.

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Leading Change: Why Transformation Efforts Fail by John P. Kotter John P. Kotter is the Konosuke Matsushita Professor of Leadership at the Harvard Business School in Boston, Massachusetts. He is the author of The New Rules: How to Succeed in Today Spost-Corporate World (New York: Free Press, 1995), Corporate Culture and Performance,

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