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argues that we need to recapture the essence of management: we need to start making smarter choices in how we get work done through other people. Management is a central driver of economic activity, and arguably even more important in today's economic climate than ever.

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Julian Birkinshaw is Professor of Strategic and International Management and Deputy Dean at the London Business School. He is also co-founder of the Management Lab (MLab), whose mission is to accelerate the evolution of management.

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This article is drawn from his forthcoming book, *Reinventing Management: Smarter Choices for Getting Work Done*, Jossey-Bass, 2010. In the beginning, there was the manager, the person who got things done.

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