

EN ESPAÑOL

SWITCH

CÓMO CAMBIAR LAS COSAS
CUANDO EL CAMBIO ES DIFÍCIL

CHIP HEATH Y DAN HEATH

BESTSELLER #1 DE THE NEW YORK TIMES

Switch Como Cambiar Las Cosas Cuando Cambiar Es Dificil

Shortcut Edition



Switch Como Cambiar Las Cosas Cuando Cambiar Es Difícil:

Switch: Cómo Cambiar Las Cosas Cuando El Cambio Es Difícil / Switch: How to Change Things When Change Is Hard
Chip Heath, Dan Heath, 2024-11-05

Por qué es tan difícil lograr cambios duraderos en nuestros trabajos, nuestras comunidades y nuestras propias vidas. El obstáculo principal es un conflicto intrínseco en el cerebro, nos dicen Chip y Dan Heath, dos reconocidos especialistas en comportamiento organizacional. Los psicólogos han descubierto que la mente está gobernada por dos sistemas diferentes: la mente racional y la mente emocional que compiten por el control. La mente racional quiere un cuerpo perfecto, la mente emocional quiere comerse esa galleta. La mente racional quiere cambiar el trabajo, la mente emocional ama la comodidad y la rutina. Esta tensión puede causar que muchos esfuerzos por cambiar fracasen, pero si se superan, el cambio puede llegar rápidamente. En *Switch*, los hermanos Heath muestran cómo personas comunes y corrientes han unido estas dos mentes logrando espectaculares resultados.

La directiva que ayudó a Target a pasar de ser una compañía minorista regional que facturaba tres billones de dólares a convertirse en un gigante de más de 63 billones de dólares. La directora de servicios clínicos que junto con su equipo de enfermeras logró reducir drásticamente los errores en la administración de medicamentos en su hospital. El director de atención al cliente que transformó su compañía de una que ignoraba totalmente el servicio al cliente a ser una compañía definida por él. En este convincente relato, los Heath reúnen décadas de investigación en los campos de la psicología, la sociología y los negocios entre muchos otros para explicar por qué cambiar es tan difícil y dar a conocer nuevas maneras de lograr cambios duraderos.

Switch muestra que los cambios exitosos siguen un modelo, un modelo que puedes utilizar para lograr los cambios que quieras, tanto si tu interés se centra en cambiar el mundo como en cambiar tu cintura.

ENGLISH DESCRIPTION Why is it so hard to make lasting changes in our companies, in our communities and in our own lives? The primary obstacle is a conflict that's built into our brains, say Chip and Dan Heath, authors of the critically acclaimed bestseller *Made to Stick*. Psychologists have discovered that our minds are ruled by two different systems: the rational mind and the emotional mind that compete for control. The rational mind wants a great beach body; the emotional mind wants that Oreo cookie. The rational mind wants to change something at work; the emotional mind loves the comfort of the existing routine. This tension can doom a change effort, but if it is overcome, change can come quickly. In *Switch*, the Heaths show how everyday people—employees and managers, parents and nurses—have united both minds and, as a result, achieved dramatic results. The lowly medical interns who managed to defeat an entrenched, decades-old medical practice that was endangering patients. The home organizing guru who developed a simple technique for overcoming the dread of housekeeping. The manager who transformed a lackadaisical customer support team into service zealots by removing a standard tool of customer service. In a compelling story-driven narrative, the Heaths bring together decades of counterintuitive research in psychology, sociology and other fields to shed new light on how we can effect transformative change. *Switch* shows that successful changes follow a pattern—a pattern you can use to make the changes that matter to you.

whether your interest is in changing the world or changing your waistline *Resumen - Switch / Cambiar: Cómo cambiar las cosas cuando el cambio es difícil* Por Chip Heath y Dan Heath MY MBA,2022-02-19 Nuestro resumen es breve sencillo y pragmático Le permite tener las ideas esenciales de un gran libro en menos de 30 minutos Cómo cambiar su comportamiento Cambiar tu comportamiento es tan difícil como guiar a un elefante en una dirección Pero con el enfoque adecuado podrá cambiar fácilmente En este libro aprenderá Cómo interpretar la analogía de la presentación Cómo hacer que el jinete vaya en la dirección correcta Cómo motivar a su elefante interior Cómo crear un camino que sea fácil de seguir Nuestras respuestas a estas preguntas son fáciles de entender sencillas de aplicar y rápidas de ejecutar Listo para cambiar tu comportamiento Vamos allí Compre ahora el resumen de este libro por el módico precio de una taza de café **Switch** Chip Heath,Dan Heath,2010-02-16 1 NEW YORK TIMES BESTSELLER ONE MILLION COPIES SOLD The ultimate guide to making changes and following through from the authors of Made to Stick and Decisive hailed as witty and instructive The Wall Street Journal packed with examples and hands on tools that will get you moving right away BusinessWeek Why is it so hard to make lasting changes in our companies in our communities and in our own lives The primary obstacle is a conflict that's built into our brains say Chip and Dan Heath Psychologists have discovered that our minds are ruled by two different systems the rational mind and the emotional mind that compete for control The rational mind wants a great beach body the emotional mind wants that Oreo cookie The rational mind wants to change something at work the emotional mind loves the comfort of the existing routine This tension can doom a change effort but if it is overcome change can come quickly In Switch the Heaths show how everyday people employees and managers parents and nurses have united both minds and as a result achieved dramatic results the lowly medical interns who managed to defeat an entrenched decades old medical practice that was endangering patients the home organizing guru who developed a simple technique for overcoming the dread of housekeeping the manager who transformed a lackadaisical customer support team into service zealots by removing a standard tool of customer service In a compelling story driven narrative the Heaths bring together decades of counterintuitive research in psychology sociology and other fields to shed new light on how we can effect transformative change Switch shows that successful changes follow a pattern a pattern you can use to make the changes that matter to you *Switch (Spanish Edition)* Chip Heath,Dan Heath,2011-04-05 Por qué es tan difícil lograr cambios duraderos en nuestros trabajos nuestras comunidades y nuestras propias vidas El obstáculo principal es un conflicto intrínseco en el cerebro nos dicen Chip y Dan Heath dos reconocidos especialistas en comportamiento organizacional Los psicólogos han descubierto que la mente está gobernada por dos sistemas diferentes la mente racional y la mente emocional que compiten por el control La mente racional quiere un cuerpo perfecto la mente emocional quiere comerse esa galleta La mente racional quiere cambiar el trabajo la mente emocional ama la comodidad y la rutina Esta tensión puede causar que muchos esfuerzos por cambiar fracasen pero si se superan el cambio puede llegar rápidamente En Switch los hermanos Heath muestran cómo personas normales y corrientes han unido estas dos

mentales logrando espectaculares resultados La directora quien ayud a Target a pesar de ser una compa a minorista regional que facturaba tres billones de d lares a convertirse en un gigante de m s de 63 billones d lares La directora de servicios cl nicos que junto con su equipo de enfermeras logr reducir dr sticamente los errores en la administraci n de medicamentos en su hospital El director de atenci n al cliente que transform a su compa a de una que ignoraba totalmente el servicio al cliente a ser una compa a definida por l En este convincente relato los Heath re nen d cadas de investigaci n en los campos de psicolog a sociolog a y negocios entre muchos otros para explicar por qu cambiar es tan dif cil y dar a conocer nuevas maneras de lograr cambios duraderos Switch muestra que los cambios exitosos siguen un modelo un modelo que puedes utilizar para lograr los cambios que t quieras tanto si tu inter s se centra en cambiar el mundo como en cambiar tu cintura

RESUMEN - Switch / Interruptor : Cómo cambiar las cosas cuando el cambio es difícil por Chip Heath y Dan Heath Shortcut Edition, Al leer este resumen descubrir formas de motivarse para efectuar el cambio tanto en usted como en los dem s Tambi n descubrir que el cambio no depende s lo de nuestra voluntad hasta qu punto nuestras emociones tambi n tienen un papel que desempe ar en el cambio c mo nuestro entorno inmediato influye en nuestro comportamiento que depende de nosotros establecer nuevos buenos h bitos Este libro explica que para realizar un cambio con xito y afianzarlo de forma permanente el coraz n y la mente deben estar en sinton a Todos tenemos un lado racional la mente el Conductor que nos hace querer hacer cosas y un lado emocional el coraz n el Elefante que contradice esa voluntad En un proceso de cambio intervienen tres cosas dar una direcci n clara al Conductor motivar al Elefante y por ltimo trazar el camino a seguir influir en el entorno **Switch** ,2017 **Switch** Naushad Sheikh,2025-10-10 Unlock the Power of Lasting Change Your Essential Guide to Transforming Habits Overcoming Obstacles and Achieving Personal Growth in a Fast Changing World Are you tired of starting over every January with grand resolutions that fizzle out by February Struggling to implement real change in your career relationships or daily life despite knowing exactly what you need to do If you ve ever felt stuck in a cycle of procrastination self doubt or environmental roadblocks this transformative summary of Switch How to Change Things When Change Is Hard is your roadmap to effortless sustainable success Drawing from cutting edge psychology behavioral science and real world stories this concise yet powerful guide distills proven strategies to harness your inner Rider rational mind and Elephant emotional drive while paving a clear Path for action Discover how to direct the Rider with crystal clear goals and bright spots that cut through decision paralysis perfect for anyone searching for how to set SMART goals or overcoming analysis paralysis in personal development Learn to motivate the Elephant by tapping into deep emotions shrinking overwhelming tasks and building a growth mindset that turns I can t into I am becoming From shaping the Path through habit building tweaks and rallying your social circle this book equips you with actionable tools to make change stick whether you re tackling weight loss motivation career change strategies building better work habits or personal transformation techniques Packed with relatable anecdotes like the hospital that slashed errors with simple checklists or the village that

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