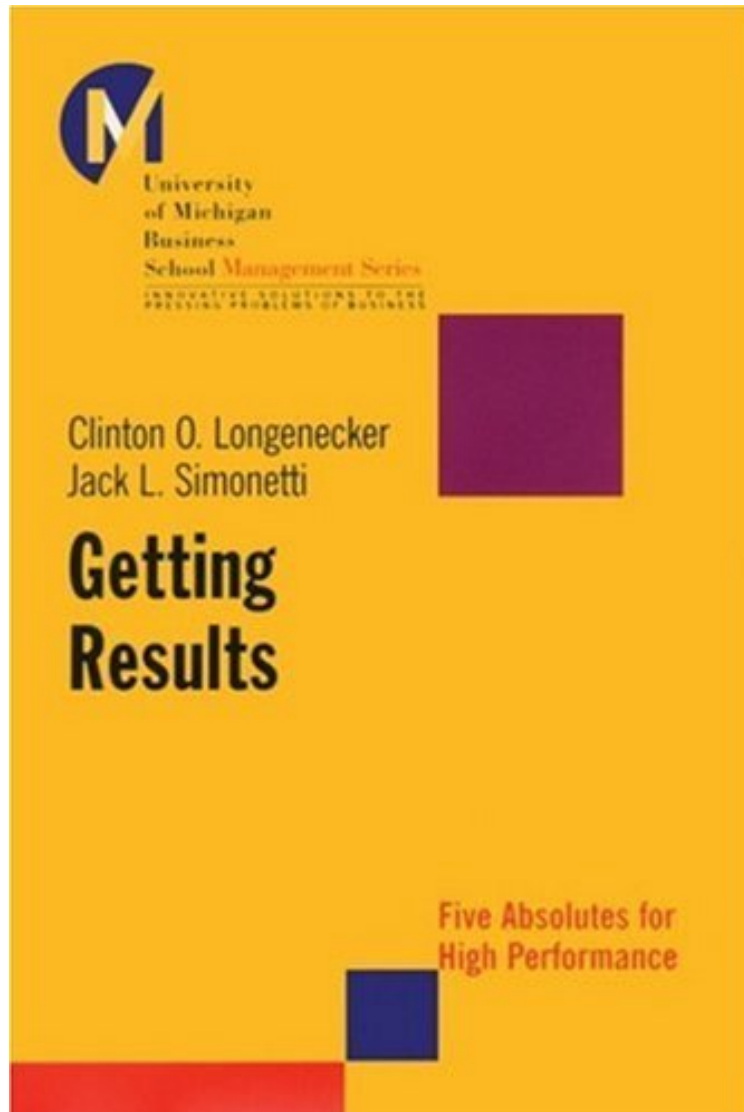


(Pdf free) Getting Results: Five Absolutes for High Performance (J-B-UMBS Series)

Getting Results: Five Absolutes for High Performance (J-B-UMBS Series)

Clinton O. Longenecker, Jack L. Simonetti
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this book. To some it might be common sense, but I challenge you to read this book and say that it was a waste of time. Great read, glad I read it. Everyone needs a reminder of how to succeed!

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You have the vision. Now you have the means to achieve it. Written by two experts from the University of Michigan Business School, this book outlines a proven five-step process for achieving the organizational imperatives you want in a systematic fashion you can follow. The authors offer field-tested guidance on how to focus company-wide efforts on desired outcomes, create a positive working environment that encourages achievement, and practice continuous improvement to sustain and improve operating results. Based on extensive research that includes data gathered from more than 2,000 managers, the book includes a wealth of illustrative case studies, vignettes, and self-assessments that will help you see your way to success.

"Getting Results hits the nail on the head! It offers concrete advice on how leaders produce sustainable results. Any leader wanting to improve performance will be well-served to use the ideas as well as the tools in this book." (Dave Ulrich, professor of business, University of Michigan) "Awesome! This book is a great tool that can assure better results within any organization. I've finally found a book that I can honestly recommend to others that provides the knowledge and the guidance to significantly improve performance. This book not only provides the tools of change required for high performance, but it provides a feasible means to achieve significant improvement by the effective leadership of both people and processes. Any business leader who is truly interested in momentous change must read this book with the intention of following its guidance through the issues. Longenecker and Simonetti show how in touch they are with the realities of the workplace of the twenty-first century and provide a specific action plan for performance improvement. Follow the exercises throughout the book and this tool becomes a business plan for improvement for any manager. This is a must read for any manager looking for better performance! This book is not just a what to do, it's a how to do it book. That's what has been missing with much of today's business improvement literature, but this book captures the insight of over two thousand high-performing managers, and their wisdom shows." (Tim Stansfield, Ph.D., president, IET Inc., Toledo, Ohio) "Getting Results" hits the nail on the head! It offers concrete advice on how leaders produce sustainable results. Any leader wanting to improve performance will be well-served to use the ideas as well as the tools in this book." — Dave Ulrich, Professor of Business, University of Michigan

From the Publisher "Getting Results" hits the nail on the head! It offers concrete advice on how leaders produce sustainable results. Any leader wanting to improve performance will be well-served to use the ideas as well as the tools in this book." — Dave Ulrich, Professor of Business, University of Michigan