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<u>The Star Principle</u> - Richard Koch 2010-03-04
Richard Koch has made over £100 million from spotting 'Star' businesses. In his new book, he shares the secrets of his success - and shows how you too can identify and enrich yourself from 'Stars'. Star businesses are ventures operating in a high-growth sector - and are the leaders in their niche of the market. Stars are rare. But with the help of this book and a little patience, you can find one, or create one yourself. THE STAR PRINCIPLE is a vital book for any budding entrepreneur or investor (of grand or modest means). It is also invaluable for any ambitious employee who realises the benefits of working for a Star venture - real responsibility, fast personal development, better pay, great bonuses and valuable share options. Whoever your are, identifying and investing in Stars will make your life much sweeter and richer in every way.

Kill the Company - Lisa Bodell 2016-10-21
In the ever-changing world of business, we've arrived at a point where process has trumped culture, where the race toward efficiency has left us unable to reach our potential. Stuck in the land of status quo, we've forgotten how to think. The very structures put in place to help businesses grow are now holding us back;: it's time to Kill the Company. This book is a call to arms: to start a revolution in how we think and work. But instead of more one-size-fits-all change initiatives forced upon employees, we need to embrace small changes that create ripple effects throughout the organization. Lisa Bodell urges companies to move from "Zombies, Inc." to "Think, Inc." Thinking can no longer be exclusive to the creative team or lead strategists. A culture of curiosity must be fostered among the ranks to shake up our standard practices, from unproductive meetings to go-nowhere strategic planning. This revolution can and will awaken our ability to think, and ultimately, to innovate and grow.

Simplify Everything - Steve Epner 2012-05
The most common thing that keeps organizations from succeeding is a lack of clear goals and an overabundance of busywork. How can employees innovate and be effective if they are unfocused and bogged down in daily functions that they have no control over? Steve Epner is the master of keeping it simple. In Simplify Everything, he presents three effective steps to improve outcomes, keep employees engaged, and provide a better daily experience in your organization. The program is as easy as 1-2-3: 1. Document ONE goal or objective 2. Ask TWO simple questions 3. Live the THREE principles Help your team stop doing busywork for good!

Focal Point - Brian Tracy 2001-10-26
The true secret of high achievers is that they know how to find their "focal point" - the one thing they should do, at any given moment, to get the best possible results in each area of their lives. Bestselling author and motivational speaker Brian Tracy brings together the very best ideas on personal management into a simple, easy-to-use plan. Focal Point helps readers analyze their lives in seven key areas and shows them how to develop focused goals and plans in each. This best-selling guide provides timeless truths that have been discovered by the most effective people throughout the ages, answering questions like: In Focal Point, Tracy provides timeless truths that answers questions such as: How can I get control of my time and my life? How can I achieve maximum career success and still balance my personal life? How can I accelerate the achievement of all my goals? Focal Point shows you how to develop absolute clarity about what they want, and how they can achieve supreme satisfaction, both personally and professionally.

<u>Unbundle It</u> - C. Elliott Haverlack 2013-03-21
Unbundle It is based on the theory that people are predisposed to create complexity in their lives and businesses. It explores various theories as to the root of this reality. The book offers suggestions on how to overcome the burden that complexity creates in our lives and businesses. Humorous and enlightening real world examples are employed to demonstrate the realities of bundling and validate the simplifying solutions. The book further examines the power of bundling and how bundling is used in everyday life to create an advantage for those who have mastered the bundle. It helps the reader to recognize the bundle and how to deal with it in an appropriate fashion. The book takes the reader on a journey from self examination through achieving team excellence. Through a combination of personal and team excellence optimal results can be achieved while creating time for either an enhanced work life balance or to expand the overall organizational capacity. Unbundle it addresses many of the most challenging conundrums facing business today in a lighthearted yet applicable fashion. The reader will become acquainted with a strategic planning process that will deliver the best results in a broadest spectrum of future states. The reader will uncover the balance between planning and execution and why many companies are predisposed to invest too much time on planning and too little time on execution or run to the other extreme. The book covers an extensive range of relevant topics including time management, leadership, meetings, communication, negotiation, and crisis management. In addition, the reader is introduced to easy methods to eliminate bundles, create time, and expand the company's overall performance. The book pokes fun at many traditional business theorems and proposes a compelling alternative to conventional wisdom. As the title suggests, the book attempts to reduce all activities down to their simplest terms. The book's theories and suggestions are applicable for everyday life. As such the book is not just for business people. Unbundle It parallels actions in business and personal life. At its conclusion, Unbundle It challenges the reader to "Master the Bundle" and put it to work for their advantage.

<u>Merge</u> - William L. MacDonald 2011-06
MERGE eases you into the front row of a master class on the art and science of the complex sale, taught by one of the "most successful marketers" in financial services. No matter how good you are (or think you are) as a relationship builder, rainmaker, consultant or closer, pick up the head-snapping nuggets of practical wisdom spread across these pages. MERGE reveals a five-step surefire sales process long forgotten, overlooked, or never learned by so many professionals in finance, insurance, legal, real estate and other high-value professions. Don't miss it this time. Your business, your clients depend on the high-water mark of your greatness. Praise for MERGE "MERGE offers the insight of one of America's best and most successful marketers in the financial services industry. Read it before your competition does."-Peter D. Quinn, Senior Vice President, Wells Fargo Bank - Executive Benefits "Bill MacDonald has done a superb job of merging theory and practical application of sales and marketing-how he actually made his theories work in practice. MERGE is a book all up-and-coming sales and marketing executives should read, well-written, and easy to read."-Jim Ellis, Dean, University of Southern California, Marshall School of Business "MERGE details the mistakes commonly made by consultants in marketing services. Bill's five-step process can be used successfully, no matter the market. The principles are transferable and powerful. He's done a superb job of making his book relational and practical. Every consulting professional will benefit from reading this book."-Guy Baker, Immediate Past President, The Million Dollar Round Table, Managing Director, EMI Consulting

Sales Management. Simplified. - Mike Weinberg 2015-10-21

Packed with examples and anecdotes, Sales Management. Simplified. offers a proven formula for prospecting, developing, and closing deals—in your time, on your terms. Why do sales organizations fall short? Every day, expert consultants like Mike Weinberg are called on by companies to find the answer - and it's one that may surprise you. Typically, the issue lies not with the sales team but with how it is being led. Through their attitude and actions, senior executives and sales managers unknowingly undermine performance. Weinberg tells it straight by calling out the problems plaguing sales forces and the costly mistakes made by even the best-intentioned sales managers. The good news is that with the right guidance, results can be transformed. In Sales Management. Simplified., Weinberg teaches managers how to: Implement a simple framework for sales leadership Foster a healthy, high-performance sales culture Conduct productive meetings Put the right people in the right roles Retain top producers and remediate underperformers Point salespeople at the proper targets Blending blunt, practical advice with funny stories from the field, Sales Management. Simplified. delivers the tools every sales manager needs to succeed. Managing sales doesn't have to be complicated, and the solution starts with you!

Traction - Gino Wickman 2012-04-03
OVER 1 MILLION COPIES SOLD! Do you have a grip on your business, or does your business have a grip on you? All entrepreneurs and business leaders face similar frustrations—personnel conflict, profit woes, and inadequate growth. Decisions never seem to get made, or, once made, fail to be properly implemented. But there is a solution. It's not complicated or theoretical.The Entrepreneurial Operating System® is a practical method for achieving the business success you have always envisioned. More than 80,000 companies have discovered what EOS can do. In Traction, you'll learn the secrets of strengthening the six key components of your business. You'll discover simple yet powerful ways to run your company that will give you and your leadership team more focus, more growth, and more enjoyment. Successful companies are applying Traction every day to run profitable, frustration-free businesses—and you can too. For an illustrative, real-world lesson on how to apply Traction to your business, check out its companion book, Get A Grip.

Brilliant Breakthroughs for the Small Business Owner - Maggie Mongan 2018-11-07
Small Business Owners and Brilliant Practicing ExpertsTM, understand the power of blending best practices and unconventional techniques to grow a business. We share winning formulas to help determine activities that drive profit, develop and nurture people, discover effective new approaches to efficiency so you can step into your potential.

Starting a Business QuickStart Guide - Ken Colwell PhD, MBA 2019-02-25
THE ULTIMATE BEGINNER'S GUIDE TO STARTING A BUSINESS! Have you ever dreamt of starting your own business and living life on your terms? This book shows you EXACTLY what you need to know to stand out from the crowd! Do you have an idea for an amazing product or service but you aren't sure how to build a business around it? Then you NEED this book. Buy now and start reading today! Are you a current business owner who struggles to identify your customers and deliver true world-class value? Everything you need to know is included in these pages! Do you want to build your hobby business into a fully-fledged venture that will help you build the life you deserve? Then you NEED this book. Buy now and start reading today! The most comprehensive guide ever developed for starting and growing a business! In the highly competitive world of business, what makes or breaks a new entrepreneur? Sourced from over twenty years of firsthand experience working with entrepreneurs, new ventures, and high-growth startups, author Ken Colwell, PHD, MBA has the answers. In his comprehensive Starting a Business QuickStart Guide, Ken Colwell concisely presents the core fundamentals that all new entrepreneurs need to know to get started, find success, and live the life of their dreams. Business and entrepreneurship students, small business owners, managers, and soon-to-be entrepreneurs will all find a wealth of value within the pages of the Starting a Business QuickStart Guide. From the very first steps conceptualizing your venture to winning your first customers, delivering value, and turning a profit, this book acts as an invaluable blueprint for your path to entrepreneurial success. Colwell's clear voice, extensive experience, and easy-to-understand presentation come together to make this book a must-have resource in the library of every budding entrepreneur! Starting a Business QuickStart Guide is Perfect For: - Would-Be Entrepreneurs With a Ton of Passion! - Entrepreneurial

Students of All Ages! - Beginners with Zero Prior Experience! - Managers, Business Owners, and Decisions Makers Growing into a New Role! You'll Discover: - The Difference Between an Idea and an Opportunity! - What Makes an Entrepreneurial Opportunity Great! - The Very First Steps You Need To Take To Get Your Venture Off The Ground! - Pricing, Competition, Customer Identification, Marketing, and Distribution Demystified! - The REAL Components of an Entrepreneurial Mindset! - Exactly How To Craft Your Value Proposition! - How to Write a Comprehensive Business Plan! **LIFETIME ACCESS TO FREE RESOURCES & BUSINESS SUPPORT* Each book comes with free lifetime access to tons of exclusive online resources to help you become a better business owner such as workbooks, cheat sheets and reference guides. You also receive lifetime access to our online coaching community to help you achieve all of your financial goals!.* *GIVING BACK: * ClydeBank Media proudly supports the non-profit AdoptAClassroom whose mission is to advance equity in K-12 education by supplementing dwindling school funding for vital classroom materials and resources.* *CLASSROOM ADOPTION:* Teachers and professors are encouraged to contact the publisher for test banks and classroom presentation materials.

Better, Simpler Strategy - Felix Oberholzer-Gee 2021-04-20
Named one of the best strategy books of 2021 by strategy+business Get to better, more effective strategy. In nearly every business segment and corner of the world economy, the most successful companies dramatically outperform their rivals. What is their secret? In Better, Simpler Strategy, Harvard Business School professor Felix Oberholzer-Gee shows how these companies achieve more by doing less. At a time when rapid technological change and global competition conspire to upend traditional ways of doing business, these companies pursue radically simplified strategies. At a time when many managers struggle not to drown in vast seas of projects and initiatives, these businesses follow simple rules that help them select the few ideas that truly make a difference. Better, Simpler Strategy provides readers with a simple tool, the value stick, which every organization can use to make its strategy more effective and easier to execute. Based on proven financial mechanics, the value stick helps executives decide where to focus their attention and how to deepen the competitive advantage of their business. How does the value stick work? It provides a way of measuring the two fundamental forces that lead to value creation and increased financial success—the customer's willingness-to-pay and the employee's willingness-to-sell their services to the business. Companies that win, Oberholzer-Gee shows, create value for customers by raising their willingness-to-pay, and they provide value for talent by lowering their willingness-to-sell. The approach, proven in practice, is entirely data driven and uniquely suited to be cascaded throughout the organization. With many useful visuals and examples across industries and geographies, Better, Simpler Strategy explains how these two key measures enable firms to gauge and improve their strategies and operations. Based on the author's sought-after strategy course, this book is your must-have guide for making better strategic decisions.

From 6 to 7 Figures - Austin Netzley 2020-03-31

Unreasonable Success and How to Achieve It - Richard Koch 2020-09-22
Can We Map Success? Successful people typically don't plan their success. Instead they develop a unique philosophy or attitude that works for them. They stumble across strategies which are shortcuts to success, and latch onto them. Events hand them opportunities they could not have anticipated. Often their peers with equal or greater talent fail while they succeed. It is too easy to attribute success to inherent, unstoppable genius. Bestselling author and serial entrepreneur Richard Koch charts a map of success, identifying the nine key attitudes and strategies can propel anyone to new heights of accomplishment: Self-belief Olympian Expectations Transforming Experiences One Breakthrough Achievement Make Your Own Trail Find and Drive Your Personal Vehicle Thrive on Setbacks Acquire Unique Intuition Distort Reality With this book, you can embark on a journey towards a new, unreasonably successful future.

The Laws of Simplicity - John Maeda 2020-09-01
Ten laws of simplicity for business, technology, and design that teach us how to need less but get more. Finally, we are learning that simplicity equals sanity. We're rebelling against technology that's too complicated, DVD players with too many menus, and software accompanied by 75-megabyte "read me" manuals. The iPod's clean gadgetry has made simplicity hip. But sometimes we find ourselves caught up in the simplicity paradox: we want something that's simple and easy to use, but

also does all the complex things we might ever want it to do. In The Laws of Simplicity, John Maeda offers ten laws for balancing simplicity and complexity in business, technology, and design—guidelines for needing less and actually getting more. Maeda—a professor in MIT's Media Lab and a world-renowned graphic designer—explores the question of how we can redefine the notion of "improved" so that it doesn't always mean something more, something added on. Maeda's first law of simplicity is "Reduce." It's not necessarily beneficial to add technology features just because we can. And the features that we do have must be organized (Law 2) in a sensible hierarchy so users aren't distracted by features and functions they don't need. But simplicity is not less just for the sake of less. Skip ahead to Law 9: "Failure: Accept the fact that some things can never be made simple." Maeda's concise guide to simplicity in the digital age shows us how this idea can be a cornerstone of organizations and their products—how it can drive both business and technology. We can learn to simplify without sacrificing comfort and meaning, and we can achieve the balance described in Law 10. This law, which Maeda calls "The One," tells us: "Simplicity is about subtracting the obvious, and adding the meaningful."

The Good Jobs Strategy - Zeynep Ton 2014
Explains how today's workers are a company's greatest asset and should be treated as such and discusses the flaws in the trend that sent service, manufacturing and retail sector jobs overseas in an effort to stay competitive through reduced wages and benefits. 25,000 first printing.

The Simplicity Principle - Julia Hobsbawm 2020-04-03
Modern life is complicated, much more so than it used to be. Acclaimed author and social entrepreneur, Julia Hobsbawm, shows you a simpler way. The Simplicity Principle challenges the assumption that all things that are complex have to stay that way. It helps keep things as lean, simple and focused as possible. Smartphone users experience concentration interruptions every 12 minutes of the day, there are over 250 billion emails sent every 24 hours and by 2021 the internet will have created more than 3.3 zettabytes of data. Yet complexity doesn't have to dominate, complicate or clutter our lives. Based on a hexagonal model, this book shows you that it's easy to streamline and simplify both your professional and personal lives with lessons based on the natural world. For anyone who feels that life can be too much, The Simplicity Principle will help you break free of the endless choices and complexities that we face in the world today. It's time to gain control of your focus and productivity, and most importantly, KEEP IT SIMPLE.

Six Simple Rules - Yves Morieux 2014-03-11
New tools for managing complexity Does your organization manage complexity by making things more complicated? If so, you are not alone. According to The Boston Consulting Group's fascinating Complexity Index, business complexity has increased sixfold during the past sixty years. And, all the while, organizational complicatedness—that is, the number of structures, processes, committees, decision-making forums, and systems—has increased by a whopping factor of thirty-five. In their attempt to respond to the increasingly complex performance requirements they face, company leaders have created an organizational labyrinth that makes it more and more difficult to improve productivity and to pursue innovation. It also disengages and demotivates the workforce. Clearly it's time for leaders to stop trying to manage complexity with their traditional tools and instead better leverage employees' intelligence. This book shows you how and explains the implications for designing and leading organizations. The way to manage complexity, the authors argue, is neither with the hard solutions of another era nor with the soft solutions—such as team building and feel-good "people initiatives"—that often follow in their wake. Based on social sciences (notably economics, game theory, and organizational sociology) and The Boston Consulting Group's work with more than five hundred companies in more than forty countries and in various industries, authors Yves Morieux and Peter Tollman recommend six simple rules to manage complexity without getting complicated. Showing why the rules work and how to put them into practice, Morieux and Tollman give managers a much-needed tool to reinvigorate people in the face of seemingly endless complexity. Included are detailed examples from companies that have achieved a multiplicative effect on performance by using them. It's time to manage complexity better. Employ these six simple rules to foster autonomy and cooperation and to effectively handle business complexity. As a result, you will improve productivity, innovate more, reengage your workforce, and seize opportunities to create competitive advantage.

Everyday Business Storytelling - Janine Kurnoff 2021-02-17
A practical, easy-to-use guide to transform business communications into memorable narratives that drive conversations—and your

career—forward In Everyday Business Storytelling: Create, Simplify, and Adapt A Visual Narrative for Any Audience, visual storytelling experts Janine Kurnoff and Lee Lazarus leverage decades of experience helping executives at the world's top brands—including Facebook, Nestle, Accenture, and Marriot—bring clarity and meaning to their business communications. Whether you're building a presentation, crafting a high-stakes email, or need to influence decisions in your next meeting with an executive, Everyday Business Storytelling offers an insightful exploration of how to develop compelling business narratives. You'll discover how to use a simple, repeatable framework to choreograph your ideas, data, and insights into an authentic, persuasive story. You'll also find clever visual techniques to help humanize your stories and build an emotional connection with your audience. Just a few of the things you'll learn include: The science behind why storytelling is the most effective way to trigger emotion in an audience and how to craft a business narrative that makes your ideas engaging The four signposts of storytelling and how to identify and weave in your BIG idea to capture attention How to craft expert headlines that guide your audience and advance your story Everyday Business Storytelling is an indispensable guide to making your communications stick in the minds of your audience and drive change. If you're a busy, talented businessperson responsible for presentations, one-pagers, emails, or virtual meetings, this book is for you.

Simplify - Richard Koch 2016-04-07
For the past 40 years Richard Koch has wanted to uncover the simple, elemental, elegant and parsimonious principles that are needed to create great new businesses. To qualify, a principle must be so overwhelmingly powerful that anyone can reliably use it towards extraordinary results. Is there any principle that can tell you how to do that consistently and with a high chance of success? Working with venture capitalist Greg Lockwood, his co-author on SUPERCONNECT, and supported by research from the elite firm of OC&C Strategy Consultants, Koch has the answer. The principle Koch and Lockwood have discovered behind extraordinarily successful businesses is simplifying. Some simplify on price - take Ryanair's budget flights which still take you from A to B, but so cheaply that nearly everyone can afford them, multiplying the size of their market - and some simplify on proposition, such as Apple's decision to cut down on the number of their product lines and focus on perfecting only a few devices. With case studies of famous companies in all different industries from finance to fast food, the authors show how anyone can analyse their business's potential to become a simplifier, and which route they should take to maximise the impact.

Good to Great - Jim Collins 2011-07-19
The Challenge Built to Last, the defining management study of the nineties, showed how great companies triumph over time and how long-term sustained performance can be engineered into the DNA of an enterprise from the verybeginning. But what about the company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve enduring greatness? The Study For years, this question preyed on the mind of Jim Collins. Are there companies that defy gravity and convert long-term mediocrity or worse into long-term superiority? And if so, what are the universal distinguishing characteristics that cause a company to go from good to great? The Standards Using tough benchmarks, Collins and his research team identified a set of elite companies that made the leap to great results and sustained those results for at least fifteen years. How great? After the leap, the good-to-great companies generated cumulative stock returns that beat the general stock market by an average of seven times in fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Coca-Cola, Intel, General Electric, and Merck. The Comparisons The research team contrasted the good-to-great companies with a carefully selected set of comparison companies that failed to make the leap from good to great. What was different? Why did one set of companies become truly great performers while the other set remained only good? Over five years, the team analyzed the histories of all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, Collins and his crew discovered the key determinants of greatness -- why some companies make the leap and others don't. The Findings The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy and practice. The findings include: Level 5 Leaders: The research team was shocked to discover the type of leadership required to achieve greatness. The Hedgehog Concept (Simplicity within the Three Circles): To go from good to great requires transcending the curse of competence. A Culture of Discipline: When you combine a culture of discipline with an

ethic of entrepreneurship, you get the magical alchemy of great results. Technology Accelerators: Good-to-great companies think differently about the role of technology. The Flywheel and the Doom Loop: Those who launch radical change programs and wrenching restructurings will almost certainly fail to make the leap. "Some of the key concepts discerned in the study," comments Jim Collins, "fly in the face of our modern business culture and will, quite frankly, upset some people." Perhaps, but who can afford to ignore these findings?

The Real Entrepreneur - Lisa Zevi 2019-05
Stop trying to do everything yourself. The Real Entrepreneur is for every business owner who wants to do more but feels that their business is taking over their life. It will help you build a business that works for you and enable you to become truly entrepreneurial in your outlook and approach. Packed with practical tools and techniques, you will learn how to avoid distraction, overwhelm and fire-fighting, and build a great team around you so that your business can thrive. The Real Entrepreneur will enable you to... - Look at your business in a new, more entrepreneurial, way - Find out how to scale your business without it consuming you - Learn how successful entrepreneurs build resilience - Uncover the secrets of forming and managing great teams - Discover what it means for you to get 'up and out' of your business If you want more consistency, structure and certainty in your business but don't know how to go about changing things, read this book.

Simple - Alan Siegel 2013-04-02
For decades, Alan Siegel and Irene Etzkorn have championed simplicity as a competitive advantage and a consumer right. Consulting with businesses and organizations around the world to streamline products, services, processes and communications, they have achieved dramatic results. In SIMPLE, the culmination of their work together, Siegel and Etzkorn show us how having empathy, striving for clarity, and distilling your message can reduce the distance between company and customer, hospital and patient, government and citizen-and increase your bottom line. Examining the best and worst practices of an array of organizations big and small-including the IRS, Google, Philips, Trader Joe's, Chubb Insurance, and ING Direct, and many more-Siegel and Etzkorn recast simplicity as a mindset, a design aesthetic, and a writing technique. In these illuminating pages you will discover, among other things: Why the Flip camera became roadkill in the wake of the iPhone What SIMPLE idea allowed the Cleveland Clinic to improve care and increase revenue How OXO designed a measuring cup that sold a million units in its first 18 months on the market Where Target got the idea for their "ClearRX" prescription system How New York City simplified its unwieldy bureaucracy with three simple numbers By exposing the overly complex things we encounter every day, SIMPLE reveals the reasons we allow confusion to persist, inspires us to seek clarity, and explores how social media is empowering consumers to demand simplicity. The next big idea in business is SIMPLE.

Lead with We - Simon Mainwaring 2021-11-09
WALL STREET JOURNAL BESTSELLER 2022 NATIONAL INDIE EXCELLENCE AWARDS FINALIST — BUSINESS: GENERAL • 2022 AXIOM BUSINESS BOOK AWARD GOLD MEDALIST — LEADERSHIP "Critically important reading as our economy struggles to recover the pandemic's deleterious economic impact that is currently compounded by supply chain issues and the beginnings of an inflationary spiral." —The Midwest Book Review "Provides concrete steps leaders and employees can take to thrive in today's marketplace, where taking a stand on something important to your customers can become a competitive differentiator." —Forbes Discover an urgent prescription for a new business paradigm—one that better serves humanity and the planet. The global coronavirus pandemic has thrown into stark relief how "business as usual" is no longer serving us. The economic, business, and environmental models of the past do not reflect our current realities. And for our economy—for us—to survive, we need nothing less than a seismic shift in the way we do business. Enter Simon Mainwaring, New York Times-bestselling author and founder and CEO of We First. A decade ago, he showed how business leaders and consumers could use social media to build a better world in We First. Now, after decades of research and field experience at the vanguard of the world's most successful brand revolutions, he provides in Lead With We a blueprint for doing business better in today's challenged world. By leading with "we"—putting the collective above the individual, holding the sum above the parts, and emphasizing the importance of the role that everyone plays—you can not only help solve the escalating challenges of today but also unlock extraordinary growth for your business, and abundance on our planet. Timely and compelling, this book's message is simple: The

future of profit is people's purpose, aligned. Lead With We not only examines why we must all conduct business differently in order to grow in today's market, but provides the how—concrete steps any reader, wherever they find themselves in the business hierarchy, can take toward success.

Simplify Work - Jesse W. Newton 2018-11-06
In urgent response to the epidemic of crippling complexity affecting organizations around the world, Simplify Work reveals the common sources of this virus and outlines practical steps that can be taken to liberate innovation, productivity, and engagement. Complexity is like a vine that gradually grows and expands, wreaking havoc in organizations and individual lives. Growing complexity has traditionally been met with added structures, processes, committees and systems. Consequently, organizations often become a complicated mess, clouding strategic focus, slowing innovation and breeding complacency. It is no wonder that large organizations around the world are failing at an increasing rate and employee engagement levels have never been so low. Simplify Work reveals the typical drivers of complexity and provides a practical method for simplifying work. Inside, global management consultant Jesse Newton delivers a newfound clarity on the case for simplification and the steps organizations and individuals need to take to unleash its potential. He reveals the common drivers of debilitating complexity and provides a recipe for reducing and removing those things getting in the way of peak performance. Based on the research and experiences of a recognized organization effectiveness expert, Simplify Work leaves readers inspired and equipped to create a new liberating reality in both their organization and their life.

Lean QuickStart Guide - Benjamin Sweeney 2017-02-27
Lean, Simplified **An Extensive Introduction to the Lean Business Model, Applicable to All Industries and All Experience Levels** Now released in a second edition to reflect the newest innovations and learning within the Lean system! You've heard the terms, you've heard about the results; now harness the method that has been creating unmatched levels of efficiency and success throughout the modern business sphere. Yesterday, it was enough to have heard about Lean. Today, everyone from the very front line all the way up to the boardroom must be on the absolute cutting edge of business improvement. To start the learning process and to enhance your understanding of the efficiency model that is taking the global market by storm, look no further than the Lean QuickStart Guide. Other guides are packed with jargon and take an oblique look at Lean—break out ahead of the pack with this easy-to-understand reference guide for all levels of experience. Lean QuickStart Guide is for beginners and experts alike. This no-nonsense guide hits the ground running and presents the critical concepts of the Lean model in plain English with instructional visual aids to cement a rapid learning process. Learning for academic purposes? We have you covered, too. We take an academic approach to the Lean Business Model as well as looking at real-world practical application in the business environment. Concepts are Broken Down into Bite-Sized Chunks with Extensive Charts, Graphs, and Illustrations to Assist in the Learning Process.

The 80/20 Manager - Richard Koch 2013-10-01
Bestselling author Richard Koch shows managers how to apply the 80/20 Principle to achieve exceptional results at work -- without stress or long hours. In his bestselling book The 80/20 Principle , Richard Koch showed readers how to put the 80/20 Principle -- the idea that 80 percent of results come from just 20 percent of effort -- into practice in their personal lives. Now in The 80/20 Manager, he demonstrates how to apply the principle to management. An 80/20 manager learns to focus only on the issues that really matter, achieving exceptional results, and feeling successful everyday while working less hard in fewer hours. A large number of managers -- especially in these difficult times -- feel completely overwhelmed. Their inboxes are overflowing and they constantly struggle to finish their to-do lists, leaving little time for the things that really matter. The 80/20 Manager shows a new way to look at management -- and at life -- to enjoy work and build a successful and fulfilling career.

Simplify - Richard Koch 2016-04-07
For the past forty years, Richard Koch has worked to uncover simple and elegant principles which govern business success. To qualify, a principle must be so overwhelmingly powerful that anyone can reliably apply it to generate extraordinary results. Working with venture capitalist Greg Lockwood and supported by specially commissioned research from OC&C Strategy Consultants, Koch has now found one elemental principle that unites extraordinarily valuable companies: simplifying. Some firms simplify on price - consider budget flights stripped of all extras that still

take you from A to B - creating new, huge mass markets for their wares. Others, such as Apple, simplify their proposition, bringing a beautifully easy-to-use product or service to a large premium market. How can your business become a simplifier? With case studies of some of the most famous firms of the last hundred years, from finance to fast food, this enlightening book shows how to analyse any company's potential to simplify, and enrich the world.

Repeatability - Chris Zook 2012
Based on a multiyear study of such firms as Apple, IKEA, and Vanguard, the authors warn against complexity as a strategy for business planning, advocating instead for a simple, repeatable model that provides for constant improvement.

Why Simple Wins Toolkit - Lisa Bodell 2016-10-20
As a tactical ancillary to the book Why Simple Wins, this toolkit is designed with 13 tools to enable leaders and teams to move beyond the cycle of busywork and toward a culture where valuable, essential work is the norm. By learning how to eliminate redundancies, communicate with clarity, and make simplification a habit, we can recognize which activities are time-sucks and which create lasting value. Eliminating low-value work translates into individuals who feel less overwhelmed, more empowered, and able to spend each day doing things that matter. The Why Simple Wins Toolkit includes the following 13 tools, techniques, and tips to help you do more valuable work every day: —Leadership Complexity Quiz —Complexity Diagnostic —Simplicity Vision Statement —Leadership Task Log —50 Questions for Simplifying —Simplification Worksheet —Killing Complexity —Kill a Stupid Rule —Simplification Tactics —Simplification Metrics —Simplification Code of Conduct —Interview Questions for Hiring Simplifiers —Simplification Resources

The Loop Approach - Sebastian Klein 2020-05
How best to adapt established companies to a rapidly changing economy has long been a topic of debate in both the corporate and academic worlds. This challenge is especially pressing for large organizations that may have grown top-heavy and rigid with time but now need to be light on their feet to stay relevant and profitable. Until now, the best attempts have consisted of plucking tools and methods from the world of start-ups and applying them wholesale in large corporate environments. Most of these efforts have either fizzled or failed outright because they lacked a framework for a comprehensive corporation-sized rollout. The Loop Approach introduces a new series of methods that could help change the course of operations for even the most colossal organizations. Sebastian Klein and Ben Hughes provide a wide-ranging set of guidelines for achieving corporate agility, complete with checklists and worksheets that should prove instantly applicable. Want proof? The methods outlined in The Loop Approach have already been successfully implemented at such European corporate giants as Audi, Deutsche Bahn, and Telekom.

New Sales - Mike Weinberg 2013
Shares examples and anecdotes and offers a framework to successfully develop new business.

Making Big Decisions Better - Tim Lewko 2017-05-18
Making Big Decisions Better is leading a global movement to equip present and next generation leaders with proven strategy tools that enable agile thinking that ignites stronger, more predictable, direct paths to profit. No more academic theories. These are real tools and a system that enables improved strategic thinking and leadership. This book bridges an unspoken gap in strategy thinking that until now, only provided leaders with just SWOT and Porter's 5 Forces as the language of strategy. By using the decision making tools in Making Big Decisions Better, you'll finally remove the mystique of those you manage up to, and lead those that report to you. You will standout and have a transportable set of tools for any role or industry. There's never been a better time to break away from the outdated, mainstream strategy planning process that misused scarce resources, burned out its leaders and never delivered the results. It's your turn to learn and lead!

TRIZ Power Tools - Larry Ball 2009-10

The Challenger Sale - Matthew Dixon 2011-11-10
What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an

exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one-the Challenger- delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

Simplifying Innovation - Michael A. Dalton 2010-01-01
Small Changes Can Deliver Big New Product Results. Are new products taking too long and failing to deliver the bottom-line impact you need? Now you can accelerate your growth by identifying your innovation bottleneck, just one of the powerful new product development strategies revealed in Simplifying Innovation. As the story in this provocative business novel unfolds, you'll discover the first-ever approach to new product growth based on the Theory of Constraints. Learn how to leverage the power of the 5-Step Guided Innovation System to: ? Fill your pipeline with profitably growing new products ? Finish new product programs on time and on budget ? Select winners so resources aren?t wasted on canceled projects ? Focus on creating value for customers and shareholders ? Hit your new product sales targets more consistently Inspired by Goldratt?s groundbreaking book, The Goal, Simplifying Innovation takes readers beyond theory and into an experience of the framework. You?re introduced to Barrister Industries and its newest general manager, Maggie Edwards. Struggling to get new product innovation working again, Barrister?s story demonstrates the issues companies like yours face every day and how a systematic framework can address them. While the underlying problems that Barrister faces may be complex, you?ll learn how TOC can simplify any situation. You?ll also learn a straightforward, five-step approach for identifying the bottleneck in your new product process, uncovering the core issues that constrain it, and engaging your team to drive improvements in new product development speed and impact. For readers that prefer a more traditional business book, Part V summarizes all of the elements of the story into a concise outline of the entire system and the keys to using it within your organization?a high-leverage, step-by-step process that you can implement immediately to begin getting more profits from your new product investment.

Accelerating Performance - Colin Price 2017-01-04
Transform your organization into a dynamic catalyst for success Accelerating Performance is not just another "warm and fuzzy" change management book—it's a practical, comprehensive, data-driven action plan for picking up the pace and achieving more. Co-written by one of the authors of Beyond Performance, this book draws on a combination of empirical research and decades of experience advising global companies to show you how to reduce time to value by building and changing momentum more quickly than your competitors. The META framework (short for Mobilize, Execute, and Transform with Agility) offers advice for leading change at four levels: strategy, the organization, teams, and individuals. In addition to step-by-step guidance toward assessment, planning, and implementation, the book offers: A diagnostic tool for leaders, teams, and organizations to assess their starting place, and highlight the specific areas needed to improve the ability to accelerate performance. A detailed look at the factors proven to create drag—and drive—at each of the four levels: strategy, organizations, teams, and individuals. An exploration of the 39 differentiating actions that organizations can combine as dictated by their strategy and context into a winning recipe. A closer look at the practices of 23 "superaccelerators," a global (and perhaps unexpected) mix of companies that have demonstrated a consistent ability to accelerate performance. A single taste of success is all it takes to spark change, but the hard work of following through requires constant vigilance—and a

plan. Learn how to capture that drive, bottle it, and use it to sustain motivation, inspiration, and achievement. Deliver at the highest level, and then turn around and do even better next time. Accelerating Performance gives leaders a step-by-step framework for taking action and transforming their organizations, teams, and even themselves—starting today.

Tableau for Business Users - Shankar Arul 2021-11-27
Learn Tableau by working through concrete examples and issues that you are likely to face in your day-to-day work. Author Shankar Arul starts by teaching you the fundamentals of data analytics before moving on to the core concepts of Tableau. You will learn how to create calculated fields, and about the currently available calculation functionalities in Tableau, including Basic Expressions, Level of Detail (LOD) Expressions, and Table Calculations. As the book progresses, you'll be walked through comparisons and trend calculations using tables. A concluding chapter on dashboarding will show you how to build actionable dashboards to communicate analysis and visualizations. You'll also see how Tableau can complement and communicate with Excel. After completing this book, you will be ready to tackle the challenges of data analytics using Tableau without getting bogged down by the technicalities of the tool. What Will You Learn Master the core concepts of Tableau Automate and simplify dashboards to help business users Understand the basics of data visualization techniques Leverage powerful features such as parameters, table calculations, level of detail expressions, and more Who is This book For Business analysts, data analysts, as well as financial analysts.

Entrepreneurship Simplified - Ashok Soota 2016-10
One of the most exciting feelings in the world is at the moment when you take the leap to become an entrepreneur and launch your own start-up. But in doing so, what are the things you should plan ahead for and what are the pitfalls you need to watch out for? In Entrepreneurship Simplified, Ashok Soota and S.R. Gopalan distil their decades of experience into a concise, comprehensive and practical guide for every aspiring entrepreneur as well as those who have already embarked on the entrepreneurial journey. From idea generation and validation to raising funds and dealing with VCs, building the organization and its mission, vision and values, defining a business and marketing strategy, creating and sharing wealth, and finally, taking your company public through an IPO-Soota and Gopalan discuss the entire gamut of the entrepreneurial experience. Full of anecdotes, practical wisdom and key takeaways, Entrepreneurship Simplified is a definitive book on the subject that replicates the passion, fun and sense of fulfilment that accompanies the start-up adventure.

Business @ the Speed of Thought - Bill Gates 2009-09-26

In his new book, Microsoft chairman and CEO Bill Gates discusses how technology can help run businesses better today and how it will transform the nature of business in the near future. Gates stresses the need for managers to view technology not as overhead but as a strategic asset, and offers detailed examples from Microsoft, GM, Dell, and many other successful companies. Companion Web site.

Accounting QuickStart Guide - Josh Bauerle 2018-10-10
THE ULTIMATE GUIDE TO ACCOUNTING FOR STUDENTS, BUSINESS OWNERS & FINANCE PROFESSIONALS!Meet Josh Bauerle, reluctant accounting student turned super CPA and author of the Accounting QuickStart Guide, 3rd Edition. This revolutionary book expertly simplifies accounting fundamentals and is an invaluable resource for accounting students, business owners, bookkeepers, and other finance and record keeping professionals everywhere! Whether you are a business owner looking to boost your bottom line or an accounting student looking to boost your grade, this book will prove indispensable on your journey.Why do accounting students, business owners, and finance professionals love this book so much? The Accounting QuickStart Guide smashes the myth that says accounting must be dry, dense, and difficult to learn. Josh Bauerle simplifies the core principles of accounting with entertaining stories and examples as well as clarifying illustrations and practice problems-all of which combine to provide learners a path to fast and effective mastery of the material.FOR BUSINESS OWNERS:Learn how to control your cash flow, audit-proof your business, and increase your profits. The Accounting QuickStart Guide will teach you the key insights to boost your bottom line in an easy-to-read, informative format.FOR ACCOUNTING STUDENTS:Learn the fundamental principles of both financial and managerial accounting in an engaging and educating format that you simply will not find in any textbook. Understand core accounting concepts such as the fundamental accounting equation, financial statements, managerial accounting and more through practical, real-world examples. Utilize the Accounting QuickStart Guide to supplement existing material for high school, undergraduate, or graduate courses.You'll Learn: - The Logic and Methods of Classic Double-Entry Accounting! - Business Entity Types; Their Pros, Cons and Their Financial Statements! - The Principles of Financial Accounting, Managerial Accounting and Tax Accounting! - GAAP Standards and Why They Matter to Accountants! - How to Fraud-Proof Your Business Using Simple Accounting Tactics!*FREE ACCOUNTING DIGITAL RESOURCES: Each book includes access to tons of online resources including workbooks, cheat sheets, calculators reference guides, chapter summaries and more! Follow the instructions in the book to receive your free digital resources.*