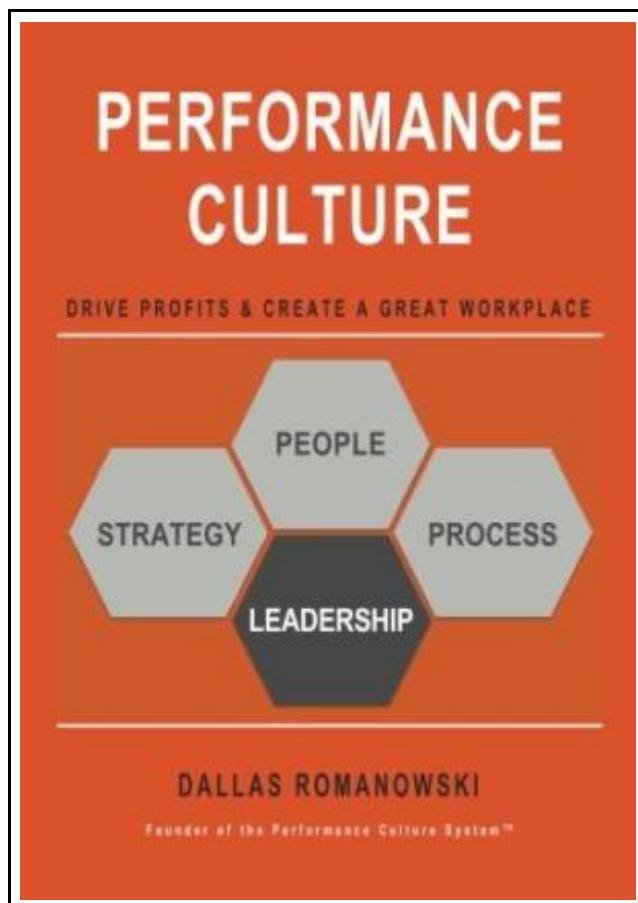


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Createspace Independent Publishing Platform, United States, 2012. Paperback. Book Condition: New. 250 x 176 mm. Language: English . Brand New Book ***** Print on Demand *****.PERFORMANCE CULTURE provides a simplified approach to create a company culture that increases business value, profitability and workplace satisfaction - an approach that has proven to work in the companies we coach. Many of our clients have significantly grown their business by implementing the four elements of Performance Culture. These elements include Effective Leadership, Niche Strategy, People Management and Process Excellence. This book includes a project plan as well as online code to download templates to implement PCS in your company. Our approach to leadership development will help you earn the will of your team, communicate clearly and hold your team accountability. The Niche Strategy model will create a Unique Value Proposition and improve your competitive advantage. People Management will define employee expectations for both behavior and performance and includes an organizational structure that rewards star employees. Focus and time management will improve through 90-day plans and weekly leadership team meetings. Process Excellence will help you build a scalable company that consistently delivers quality products and services. The company scorecard will measure key performance indicators and help you identify potential issues before real problems arise. The idea to write this book occurred while I was recapping the success of many of our clients. This discussion took place during the height of the recession that began in 2008. While many companies were struggling, many of our clients were growing. In some cases the growth was amazing (25 to 200 APR). We created a list of our fastest growing clients and included the key elements that were making these companies successful. After completing the list, we looked for common traits among the successful companies. What we found...

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