Winning companies; winning people: making it easy for average performers to adopt winning behaviours


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Abstract

[This book] examines areas that are crucial to competing and winning such as improving performance, managing change, competitive bidding, building customer relationships and creating and exploiting know-how. The purpose of this research is to determine what boards and management teams need to do - and also what they should not do - to lead, innovate, pioneer, discover, compete and win.

Item Type: Book
Uncontrolled Keywords: winning Ways, critical success factors, talent management, competing and winning, high performers, support tools, winning approaches, winners, losers
Subjects: H Social Sciences > HD Industries. Land use. Labor
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The easy way to access online services at the University of Lincoln. This book examines areas that are crucial to competing and winning such as improving performance, managing change, competitive bidding, building customer relationships and creating and exploiting know-how. The purpose of this research is to determine what boards and management teams need to do - and also what they should not do - to lead, innovate, pioneer, discover, compete and win. Additional Information: This book examines areas that are crucial to competing and winning such as improving performance, managing change, competitive bidding, building customer relationships and creating and "Winning Companies; Winning People" represents good news for people and organisations who would like to raise their game. The book provides a compendium of the differing approaches of winners and losers and examples of what can be done to help under-achieving people adopt the approaches of their more successful peers. Prof. "Winning Companies; Winning People, Making it easy for average performers to adopt winning behaviours" by Colin Coulson-Thomas (236 pages; ISBN 978-1-872980-72-0) is available online from www.coulson-thomaspublications.com priced just £24.95 plus p&p. Alternatively it can be ordered from all good bookshops or directly from Policy Publications, Mill Reach, 12 Mill Lane, Water Newton