



Six Figure Management Method: How to Grow Your Business with the Only 6 KPIS You ll Ever Need (Paperback)

By Patrick M. Georges, Josephine Hus

Kogan Page Ltd, United Kingdom, 2013. Paperback. Condition: New. Language: English . This book usually ship within 10-15 business days and we will endeavor to dispatch orders quicker than this where possible. Brand New Book. Measuring performance and improving profitability are essential for successful business growth. However, authors Patrick M. Georges, who created the widely used Management Cockpit system, and Josephine Hus demonstrate clearly that standard key performance indicators can be overly complex and therefore ineffective in managing productivity. In Six Figure Management Method Georges and Hus show that if you measure and improve just six well-selected KPIS, each of them simple to understand and easy to calculate, the profitability of your unit or business will soar. Based around these six measures of performance, this practical handbook for managers presents a streamlined, straightforward framework for managing your activities effectively on a day-to-day basis, while remaining directed towards achieving long-term strategy and goals. Growing sales, managing customers, managing productivity and profitability, motivating personnel, project management and overall organization design are consistent business challenges. This guide cuts through the noise with easy-to-apply, down-to-earth tips, and a new perspective that managers will find useful as they pursue enduring business growth. Based on survey...



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