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Big Ideas To Big Results Remake And Recharge Your Company Fast Paperback

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BIG Ideas to BIG Results Robert H. Miles, Michael T. Kanazawa, 2008-02-11 Why do most corporations fail to achieve breakthrough performance They make things too complex They clutter it with jargon and confusion They dither on the launch pad They hire too many consultants chase after too many fads It doesn't have to be that complicated Whatever your goal whatever your role Michael T Kanazawa and Robert H Miles introduce a simple practical 100% results driven approach that works Drawing on their experience working with hundreds of senior executives they show how to align your organization behind just a few core initiatives bias your people toward speed create leaders at every level and achieve traction and accountability in all facets of execution You'll learn how to engage people instead of frustrating them and harness their energy instead of wasting it Whether you're executing a new initiative entering a new market or attempting to transform your entire enterprise this book will help you find the right path clear the obstacles and get there surely and quickly Today's companies recognize that they must constantly improve at every level from frontline customer facing functions to enterprise wide strategy They must execute bold new strategic initiatives more effectively integrate and align acquisitions more quickly and accelerate and sustain growth in the face of unprecedented competition But wherever business transformation and breakthrough performance must occur many of the challenges are the same Now there's a breakthrough methodology for overcoming these challenges In BIG Ideas to BIG Results Michael T Kanazawa and Robert H Miles introduce the Accelerated Corporate Transformation ACT methodology A simple no nonsense process that is grounded in reality inclusive of people and 100% results oriented Drawing on over twenty years refining and applying ACT initially at Harvard Business School and then in leading enterprises Kanazawa and Miles identify crucial steps to success as well as practical solutions to the inevitable roadblocks you'll face Their 1 insight Many obstacles stem from managers making situations and decisions more complex than they really are and taking too much time to get ready ACT strips away complexity and indecision helping you move far more rapidly and predictably from strategy development through execution Designed by leaders for leaders this book will help you execute more rapidly and lead more effectively to achieve breakthrough performance at any level in any function in any organization Step by step leader driven techniques that work simply and quickly Business transformation and breakthrough performance without the confusion and complexity What leaders must know and do to succeed Making it happen from the inside out without hordes of consultants Conquer corporate gridlock at last Stay focused on what really matters instead of bouncing from one initiative to the next Rapidly engage the full organization to power up leadership at every level www.bigideastobigresults.com **Big Ideas to Big Results** Michael T. Kanazawa, 2008 The Customer-Focused Library Joseph R. Matthews, 2009-09-23 A top library consultant offers specific recommendations for helping libraries adapt to their changing role in the community What is the future of the public library How can libraries embrace the forces of change and provide the resources and the resource gathering environment today's patrons want The

Customer Focused Library Re Inventing the Library From the Outside In answers these questions by proposing a transformative alternative a reimagined library in which the collections the services even the building itself are designed and built from the customer s perspective Written by one of the country s foremost library consultants The Customer Focused Library shows how perceived threats to the traditional library model are in fact exciting opportunities for change The book lays out the steps by which professionals and patrons together can help invent a new generation of libraries with discussions of hiring guidelines merchandizing the library website even the building plan itself It is a proactive consumer based approach aimed at helping librarians focus on underexamined ideas underexploited trends underused assets and the as yet unvoiced needs of library consumers Consulting Magazine ,2008 **The Publishers Weekly** ,2008 Book Review Index - 2009 Cumulation Dana Ferguson,2009-08 Book Review Index provides quick access to reviews of books periodicals books on tape and electronic media representing a wide range of popular academic and professional interests The up to date coverage wide scope and inclusion of citations for both newly published and older materials make Book Review Index an exceptionally useful reference tool More than 600 publications are indexed including journals and national general interest publications and newspapers Book Review Index is available in a three issue subscription covering the current year or as an annual cumulation covering the past year *The British National Bibliography* Arthur James Wells,2009 **Popular Mechanics** ,1975-10 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it s practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle *Making It Happen* Peter Sheahan,2011-04-05 The world is not short of ideas but it is short of people who know how to carry them out Making It Happen unravels the process of taking a good idea and turning it into a successful venture Author Peter Sheahan guides the reader through the five competencies that will enable you to understand and utilize the forces that drive buyers behavior break through mental barriers and effectively position your offer in the market Whether you are looking to start a business get promoted or launch a social movement this book will streamline your thinking so you can finally turn your good ideas into great results Peter Sheahan has a reputation for making it happen fast By 30 he had established two international multimillion dollar consulting practices and authored five books including the bestsellers Generation Y and Fl p Let him share with you the strategies that make Google BMW and Goldman Sachs his clients The Big Ideas Book: 7 Powerful Marketing Strategies for the Modern World Scott Bywater,John North,Alan Carniol,Peter Butler,Melanie MacDonald,Keith Banfield,Ari Galper,2024-06-15 From Apple s iPhone to Uber s ride sharing service to ChatGPT over recent decades we ve seen big ideas turn the world on its head Yet what about those big everyday ideas that can give your business an edge Those little hinges that swing big doors each of which can be worth thousands to business owners You ll find 7 of these ideas inside The Big Ideas Book which is based on the three legs of a stool every business needs to thrive lead generation systematisation automation and sales Each chapter is a

masterclass in its own right from seasoned experts who are masters of their specialised fields Chapter 1 Scott Bywater reveals how to book your calendar solid with speed emails written by AI and actually turn those emails into booked appointments with highly qualified prospects Chapter 2 John North illustrates why thinking like a media company is the 21st century blueprint for building trust and enhancing visibility Chapter 3 Alan Carniol teaches you to apply Pareto's 80/20 principle to attract and retain top tier customers while avoiding time wasters Chapter 4 Peter Butler shares his strategies for working on the business not in it emphasizing the power of effective systems for scalability Chapter 5 Melanie MacDonald dives into how cutting edge AI and technology can streamline operations without overwhelming your mental bandwidth Chapter 6 Keith Banfield debunks the myth of the born salesperson and introduces the M A N roadmap for focusing on high conversion prospects Chapter 7 Ari Galper the world's leading authority on trust based selling challenges aggressive sales tactics that prioritise closing deals over building genuine relationships Why should this book be your next read Because within these pages one idea one strategy and even one shifted perspective could be the catalyst that helps your business achieve a breakthrough For instance you'll be introduced to Game Changing Marketing Strategies Each chapter is a deep dive into actionable tactics tested in the trenches of modern marketing From email marketing to trust based selling and strategic publishing these aren't just theories but practical scalable strategies Tailored Advice to Scale Your Business Whether you're a startup entrepreneur a small business owner or a seasoned marketing professional this book provides tailored advice on scaling your operations boosting your sales conversion and maximising your marketing ROI Learn how to leverage AI in email campaigns build customer trust at scale and automate your marketing processes to maximise efficiency Practical Implementation Every chapter concludes with clear actionable steps you can implement immediately This hands on approach ensures you can directly apply what you learn and see real results quickly Future Proof Your Marketing Stay ahead in today's rapidly changing digital landscape The Big Ideas Book equips you with cutting edge knowledge to not only keep pace with technological advancements like AI but to harness them to your advantage Derived from the collective wisdom of the Elite Marketers tribe The Big Ideas Book is packed with outside the box strategies you can implement into your business right away Implement just one of the strategies inside and you'll see firsthand the transformative power of a great idea in action Why not start today

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