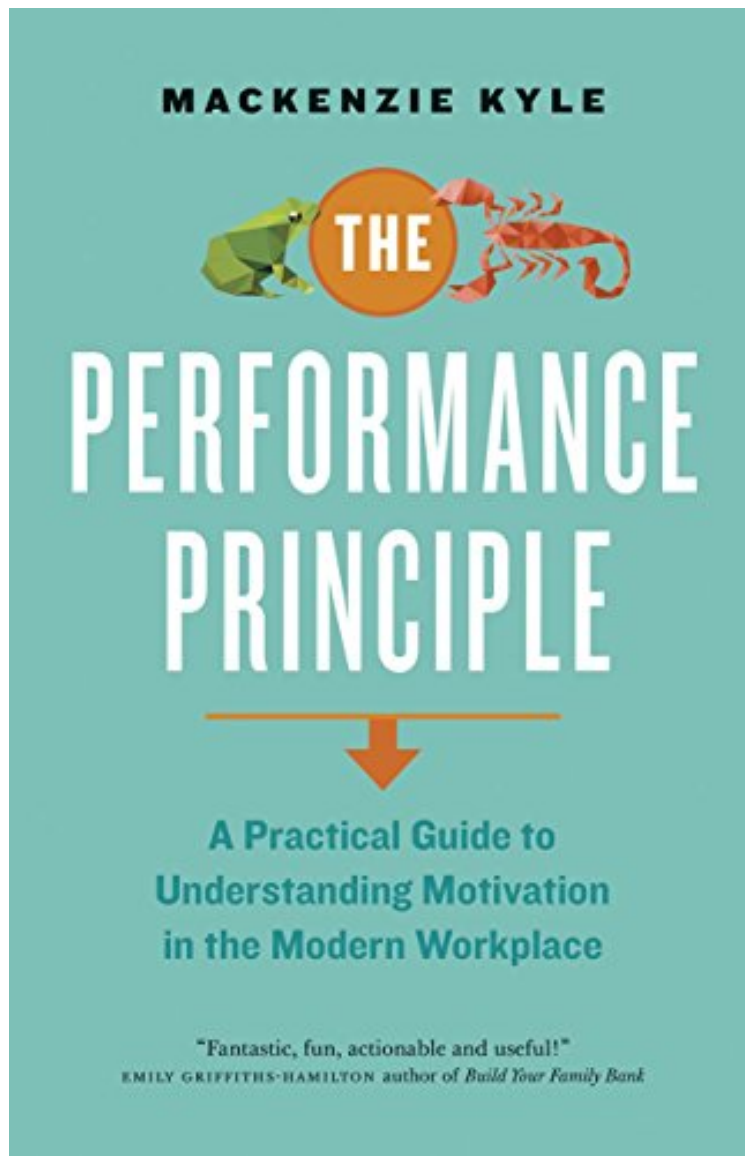


[Library ebook] The Performance Principle: A Practical Guide to Understanding Motivation in the Modern Workplace

The Performance Principle: A Practical Guide to Understanding Motivation in the Modern Workplace

Mackenzie Kyle

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0 of 0 people found the following review helpful. A great read!By Dr. JA very engaging and informative book! Kyle

has accomplished what few writers can—writing an entertaining story that teaches the reader about the scientific approach to managing behavior. Rather than pushing through the book in order to learn some new strategies, the reader is drawn back to the story for its own sake. Even more impressive is Kyle's ability to show the complexity and nuance of applying the science to human performance. He takes the reader beyond the superficial understanding that most people have of a behavioral approach while making it feel doable. A great read for anyone in a position to influence the performance of others.

0 of 0 people found the following review helpful. Must-have book for business professionals at every level!

By KurtThe Performance Principle is a must-have book for all business professionals. Whether you are a new graduate, long-time people manager or senior executive, understanding human motivations is critical to long-term success. Mackenzie Kyle delivers a practical guide to understanding motivation in today's workforce, and anchors the lessons in a personal story that makes the read enjoyable and easily digestible. By taking us through a tangible problem, Kyle demonstrates why alignment through motivation is critical to successfully executing a strategy.

0 of 0 people found the following review helpful. Engaging, Practical, Inspiring

By CustomerIf you believe as I do that the essence of businesses is understanding what really motivates your colleagues and clients, then this is the book for you. It is an engaging, realistic, and inspirational read that will positively impact your business and personal life. All the training and technological tools in the world won't help you in business if you do not understand what motivates folks. This book shows you how to get beyond surface symptoms so that you can detect and address essential causes impacting optimal performance. Mr. Kyle takes a refreshing, practical approach to authentic business conundrums that will help you no matter what stage you're at in your career. I absolutely recommend you buy this book and take to heart its many valuable insights that you will find useful every day in your personal and business life.

Andrew J. Raphael BA., MA, AMA

The Performance Principle is written for any manager, supervisor, or business leader who feels there must be a better, more systematic way to motivate their team and achieve phenomenal results. It tells the fictional story of Will Campbell, the newly promoted executive in charge of the Hyler manufacturing facility. The company has fallen on hard times and Campbell is given a year to turn around Hyler's fortunes, a feat made all the more challenging because of the discontent among all of Hyler's employees, from management to sales to the unionized shop floor. Over the course of several tumultuous months, Campbell and his team learn the unique principles of performance management and the powerful results it can deliver. Unique, lively and powerfully effective, The Performance Principle illustrates the fundamentals of performance management, providing a model that allows the reader to understand exactly what motivates people in the workplace, and how to align this with the organization's strategy.

About the Author Mackenzie Kyle has more than 25 years' experience in operations and process improvement, and he has provided specific assistance in everything from strategic planning to performance management to managing projects. He focuses on assisting clients with identifying and implementing strategic change and improving team performance, providing a unique approach that bridges the gap between theory and practical application of technique. He has worked in a variety of industries including manufacturing, transportation, telecommunications, as well as the public sector and internationally in the United States, Australia, New Zealand and Asia. His first book, Making It Happen: A Non-technical Guide to Project Management, has sold more than 40,000 copies. He lives in Vancouver.