

[PDF] The Three Laws Of Performance: Rewriting The Future Of Your Organization And Your Life

Steve Zaffron, Dave Logan - pdf download free book

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The Three Laws of Performance

HOW DO COMPANIES, BOTH LARGE AND SMALL, in different countries and industries, achieve breakthrough performance when the odds are stacked against them? Such results are possible when people apply The Three Laws of Performance and rewrite their future. This book will show you how to do the same in your organization and your life.

Although most of us don't even know it, we have a future that's already been written. Our future is written by hopes, fears, dreams, expectations, and decisions made about life. In the same way, organizations have futures written by history, circumstances, culture, aspirations, successes, and failures. These already-written futures determine and shape the level of performance that's possible for individuals and organizations. In *The Three Laws of Performance*, Steve Zaffron and Dave Logan crack the code on rewriting the future for people and organizations, elevating performance to unprecedented levels.

"This book is a wonderful reminder that things we don't see determine what we do see, and therefore, what really gets done. The Three Laws of Performance fills the mark in providing both rich food for thought and techniques that can create profound results."

David Allen, author, *Getting Things Done: The Art of Stress-Free Productivity*, *Making It All Work: Winning at the Game of Work, and the Business of Life*

"The Three Laws of Performance is must reading for leaders who want to make a positive difference. Change doesn't happen in a vacuum; it happens when people see and hear a future they can get excited about. Steve Zaffron and Dave Logan show how true leaders recognize negative stumbling blocks to articulate visions that heal and inspire."

—**Ken Blanchard**, coauthor, *The One Minute Manager* and *Leading at a Higher Level*

Books Details:

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Description:

A proven system for rallying all of an organizations' employees around a new vision and ideas for making the vision stick

When something at work isn't going smoothly, managers struggle with what part of the problem to tackle first. Do they start with cost reduction? Or should they go for process improvements first? The authors—who have helped hundreds of companies and individuals change and improve—say spend time and money adjusting the *systems* in which people operate, rather than targeting people and their performance directly. The authors show that it's in fact possible to change everything at once—with a focus on making such transformations permanent and repeatable.

- Brand-new Introduction written for the paperback edition
- Filled with illustrative examples from Northrup Grumman, BHP-Billiton, Reebok, Harvard Business School, and many others
- Two experts in the field show how to make major transformations happen

The book outlines a process for engaging all employees to buy-in to an improved vision of an organization's new and improved future.

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