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PLAYING TO WIN IN BUSINESS

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Playing To Win In Business Just Respect For Women 1

Tracy Maylett, Matthew Wride



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deep insights into the dynamics of trust and mutual expectations this book shows that before you can deliver a transcendent customer experience CX you must first build a superlative EX With real world examples and more than 24 million employee survey responses Maylett and Wride reveal a clear consistent pattern among the world s most successful organizations By establishing a clear set of expectations and promises collectively known as the Contract and upholding it consistently employers can build the trust that leads to powerful engagement Whether in business healthcare education sports or nonprofit these organizations are consistently more successful and more profitable enjoy sustainable growth and win the battle to keep today s rarest resource talented people Blending rigorous research detailed case studies in depth interviews and expert insights The Employee Experience will teach you to Make the employee experience a core part of your strategy Understand employee expectations and bridge the Expectation Gap Establish rock solid Brand Transactional and Psychological Contracts that breed trust and confidence Build an employee employer partnership in creating something extraordinary Turn employee engagement into fuel for customer satisfaction profit and growth Attracting talent retaining top performers and creating an environment in which employees choose to engage drives results The Employee Experience shows you where truly extraordinary organizations begin and how to build one TRACY MAYLETT Ed D SPHR SHRM SCP is the CEO of DecisionWise where he currently advises leaders across the globe in leadership change and employee engagement Maylett holds a doctorate from Pepperdine University and an MBA from BYU He is a recognized author and teaches in the Marriott School of Management at Brigham Young University MATTHEW WRIDE JD PHR is the COO of DecisionWise With an extensive business background Wride brings a fresh approach to organization development and leadership consulting He is passionate about helping leaders create winning employee experiences Wride holds a JD from Willamette University and a master s degree from the University of Washington For over two decades DecisionWise has advised organizations and leaders in more than seventy countries on leadership assessment talent organization development and the employee experience Visit us online at www.decisionwise.com **Whist** ,1898

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