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The Strategy-Focused Organization Robert S. Kaplan, David P. Norton, 2000-09-13 The creators of the revolutionary performance management tool called the Balanced Scorecard introduce a new approach that makes strategy a continuous process owned not just by top management but by everyone In The Strategy Focused Organization Robert Kaplan and David Norton share the results of ten years of learning and research into more than 200 companies that have implemented the Balanced Scorecard Drawing from more than twenty in depth case studies including Mobil CIGNA and AT T Canada Kaplan and Norton illustrate how Balanced Scorecard adopters have taken their groundbreaking tool to the next level These organizations have used the scorecard to create an entirely new performance management framework that puts strategy at the center of key management processes and systems Kaplan and Norton articulate the five key principles required for building strategy focused organizations 1 translate the strategy into operational terms 2 align the organization to the strategy 3 make strategy everyone s everyday job 4 make strategy a continual process and 5 mobilize change through strong effective leadership The authors provide a detailed account of how a range of organizations in the private public and nonprofit sectors have deployed these principles to achieve breakthrough sustainable performance improvements

Balanced Scorecard Success: The Kaplan-Norton Collection (4 Books) Robert S. Kaplan, David P. Norton, 2015-12-22 This collection highlights the most important ideas and concepts from Robert S Kaplan and David P Norton authors of The Balanced Scorecard a revolutionary performance measurement system that allows organizations to quantify intangible assets such as people information and customer relationships Also included are Strategy Maps which enables companies to describe the links between intangible assets and value creation with a clarity and precision never before possible The Execution Premium which describes a multistage system to help companies to gain measurable benefits from carefully formulated business strategy and The Strategy Focused Organization which introduces a new approach to make strategy a continuous process owned not just by top management but by everyone The Robert S. Kaplan Series in Management Accounting, Cost & Effect Robert S. Kaplan, Robin Cooper, 1998 Cost and Effect is written for the general manager and explains activity based costing systems It focuses on creating integrated knowledge based systems that provide managers with meaningful information not just data The Balanced Scorecard Robert S. Kaplan, 1996 The 100 Best Business Books of All Time Jack Covert, Todd Sattersten, 2011-11-01 Thousands of business books are published every year Here are the best of the best After years of reading evaluating and selling business books Jack Covert and Todd Sattersten are among the most respected experts on the category Now they have chosen and reviewed the one hundred best business titles of all time the ones that deliver the biggest payoff for today s busy readers The 100 Best Business Books of All Time puts each book in context so that readers can quickly find solutions to the problems they face such as how best to spend The First 90 Days in a new job or how to take their company from Good to Great Many of the choices are surprising you ll

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Balanced Scorecard Nils-Göran Olve, Anna Sjöstrand, 2006-04-24 The fast track route to understanding and implementing the balanced scorecard in your business It covers the key aspects of the balanced scorecard from using it to develop the company s strategy and relating it to existing control systems to setting goals and monitoring progress It gives examples and lessons from some of the worlds most successful businesses including Ricoh Xerox and Ericsson Enterprise and ideas from the smartest thinkers including Robert S Kaplan and David P Norton It includes and glossary of key concepts and a comprehensive resources guide Business Process Change Paul Harmon, 2019-02-28 Business Process Change A Business Process Management Guide for Managers and Process Professionals Fourth Edition provides a balanced view of the field of business process change Bestselling author and renowned expert in the field Paul Harmon offers concepts methods cases for all aspects and phases of successful business process improvement Students and professionals alike will benefit from the comprehensive coverage and customizable integrated approach to broad business process management that focuses on

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Alignment Robert S. Kaplan, David P. Norton, 2006-02-23 Most organizations consist of multiple business and support units each populated by highly trained experienced executives But often the efforts of individual units are not coordinated resulting in conflicts lost opportunities and diminished performance Robert S Kaplan and David P Norton argue that the responsibility for this critical alignment lies with corporate headquarters In this book the authors apply their revolutionary Balanced Scorecard management system to corporate level strategy revealing how highly successful enterprises achieve powerful synergies by explicitly defining corporate headquarters role in setting coordinating and overseeing organizational strategy Based on extensive field research in organizations worldwide Alignment shows how companies can build an enterprise level Strategy Map and Balanced Scorecard that clearly articulate the enterprise value proposition how the enterprise creates value above that achieved by individual business units operating alone The book provides case studies actionable frameworks and sample scorecards that show how to align business and support units boards of directors and external partners with the corporate strategy and create a governance process that will ensure that alignment is sustained The next breakthrough in strategy execution from the field's premier thinkers Alignment shows how today's companies can unlock unrealized value from enterprise synergies **Performance-Based Management** Judith Hale, 2003-10-27 Everyday first line managers and supervisors struggle with deficiencies and inequities in their organization their leadership and their people Performance Based Management recognizes that deficiencies exist and focuses on those things that first line managers and supervisors can do to be more effective. It helps managers not only understand what people require to be effective in the workplace it provides them with tools to assess organizational factors identify barriers to performance and convene and direct the appropriate resources to improve workplace performance Written by Judith Hale author of the best selling Performance Consultant's Fieldbook Performance Based Management comprehensively addresses the role of Performance and Management Information Communication and Performance Support Systems Measures and Feedback Rewards and Consequences Performance Support Tools and Resources Internal and External Consultants Power and Politics Message and Image Management Strategy Maps: Introduction; 2 Strategy Maps; 3 Operations Management Processes; 4 Customer Management; 5 Innovation Processes; 6 Managing Regulatory and Societal Processes; 7 Aligning Intangible Assets to Enterprise Strategy; 8 Human Capital Readiness; 9 Information Capital Readiness; 10 Organization Capital; 11 Customizing Your Strategy Map to Your Strategy; 12 Planning the Campaign Robert S.

Kaplan, 2004 Strategy Maps takes readers to the next level of precision in strategy implementation Strategy Maps introduces a new tool that has evolved from Robert Kaplan and David Norton's ongoing research with hundreds of Balanced Scorecard adopters across the globe and its premise is simple if you can visually map your strategy the people within your organization will better understand it and therefore be better able to execute it effectively It offers a visual cause and effect explanation of what s working and what doesn t in a way that everyone in the company can understand It helps get the entire organization **Health Care Book of Lists** Thomas, 1994-01-01 This text is perhaps the single most powerful reference you can have on the shelf or your desk The explosion of health statistics and the demand for information is increasing daily Right now more than ever there is an unprecedented interest in accountability Regulators consumer groups government financing agencies policy setters health care planners and marketers live off data In all there isn t an individual inside or outside of the health care industry that cannot use quality data The Health Care Book of Lists provides quality compiled data and more This text contains 338 of the most up to date compiled lists found anywhere Each list provides the most current compiled data available along with reference to sources used for collection important definitions caveats or qualifications where needed for better understanding and meaning and interpretation of the data and its meaning to the health care professional This important new book provides the greatest amount of compiled health care data than any single source available Already a huge hit nationwide Health Care Book of Lists is a must for libraries clinics HMOs PPOs hospital staff and planners healthcare marketers as well as the individual practitioner Cost Management K. P. Gupta, 2009 Innovation and cost management are the key requirements for companies to survive the current global economic crisis Cost management not only leads to incremental performance improvement bur also to transformational change across the value chain Cost management is viewed as part of a larger business process to influence decisions on pricing and profitability across several dimensions product customer region and distribution channel In this book you can learn how your costing process aligns with industry best practices and be on the leading edge of emerging practices such as value chain costing shared services costing and outsourcing This book also tells us how cost management and accounting are being put into The Book of Beautiful Questions Warren Berger, 2018-10-30 From the bestselling author of A More Beautiful practice Question hundreds of big and small questions that harness the magic of inquiry to tackle challenges we all face at work in our relationships and beyond When confronted with almost any demanding situation the act of questioning can help guide us to smart decisions By asking questions we can analyze learn and move forward in the face of uncertainty But questionologist Warren Berger says that the questions must be the right ones the ones that cut to the heart of complexity or enable us to see an old problem in a fresh way In The Book of Beautiful Questions Berger shares illuminating stories and compelling research on the power of inquiry Drawn from the insights and expertise of psychologists innovators effective leaders and some of the world's foremost creative thinkers he presents the essential questions readers need to make the best choices when it truly

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