

# Equipped To Lead : Managing People, Partners, Processes, And Performance - , Galen Walters

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Unless you manage a hook-and-ladder company, your workday shouldn't be spent putting out fires. Yet leaders often spend most of their time running from crisis to crisis. In his groundbreaking New York Times bestseller *Built to Serve*, United Supermarkets CEO Dan Sanders showed how putting profits before people encourages organizational chaos, saps motivation, stifles innovation, and undercuts competitiveness. He also unveiled a revolutionary people-centered business model championed by United and challenged other business leaders to put the human factor first. In this follow-up to that inspirational bestseller, Dan and coauthor Galen Walters provide the tools needed to put the people-first model to work in your company. You'll master the 4Ps critical to long-term success: People, Process, Partners, and Performance. And you will create an organization that puts front-line people before bottom-line profits, allowing you and your organization to profit more than you ever thought possible. *Equipped to Lead* gives you tools to create an organization where ROIH (return on investment in humanity) drives the bottom line. The Employee Satisfaction Ratio is a key component of every P&L statement. Workplace chaos is transformed into a creative corporate culture. Employees are equipped for higher levels of success. Whether you lead a sprawling international conglomerate or a staff of thirty, using the proven tools and techniques in *Equipped to Lead* will help you and your organization realize maximum potential in your people, in your performance, and in your profits. Author: Sanders Author: Walters, Galen Publisher: McGraw-Hill Illustration: N Language: ENG Title: *Equipped to Lead: Managing People, Partners, Processes, and Performance* Pages: 00224 (MicrosoftReader.lit) / 00224 (Encrypted PDF) On Sale: 2008-07-31 SKU-13/ISBN: 9780071591003 Category: Business & Economics : Management - General

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