

1. Record Nr.	UNINA9910151659303321
Autore	Jones Pam <1960->
Titolo	Managing for performance : delivering results through others / / Pam Jones
Pubbl/distr/stampa	Harlow, England : , : Prentice Hall Business, , [2007] ©2007
ISBN	1-281-82996-X 9786611829964 1-4082-5030-6
Edizione	[1st ed.]
Descrizione fisica	1 online resource (2,007 pages) : illustrations
Disciplina	658.4/092
Soggetti	Management Leadership
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references (pages 184-189) and index.
Sommario/riassunto	Getting your team to perform to the highest possible level is at the core of how well every manager does and is also one of the toughest tasks they have to face. Managers all over the world are struggling to set clear goals and direction for their teams because of a rise in factors including team diversity, different motivations and expectations of team members and an increase in short term project teams. Managing for Performance offers the solution to these problems by explaining the key to successful performance management is the ability to develop a flexible approach and have a range of different tools and techniques to apply in different situations. It provides information on these tools and techniques, and offers self-coaching to develop the self-understanding that is critical to anybody tasked with managing people. This definitive guide will provide managers with all the support and advice they need to be able to appraise and enhance both their own and their teams performance, and successfully tackle the issues affecting performance to achieve optimum results.