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Nota di contenuto	About the Author -- Preface -- Contents -- INTRODUCTION: Achieving Desired Results -- Knowing What You Want -- Applying the Four-Stage Process -- Tenets of Achieving Results -- Factors Influencing Results -- Five Criteria for Achieving Worthwhile Results -- Summary Chart -- Off-the-Chart Results Assessment -- SCORECARD -- Plotting Your Scores -- Assessing Your "SWOT" -- STAGE 1 Home-Deciding What You Want -- What Is Home? -- Ignoring the Summons for Change -- Willingly Leaving Home -- Unwillingly Leaving Home -- Unaware of Leaving HomeIndifferently Leaving Home -- Achieving Results Means Change -- Home Stage Tasks -- Asking Questions -- Creating a Vision and Result Mission -- Creating a Vision Statement: The Power of "Seeing" Results -- Creating a "Result" Mission Statement -- Establishing Goals -- Setting Standards and Expectations -- The Benefits of Setting Standards -- STAGE 2 Help-Getting Help and Creating an Action Plan -- What Is Help? -- Help Stage Tasks -- Intifying Resources -- Human Resources -- Informational Resources -- Miscellaneous Resources -- Getting Empowered -- The Benefits of Empowerment -- Developing Skills -- Creating an Action Plan -- Troubleshooting Your Action Plan -- Carol's Analysis -- Action Planning Checklist -- STAGE 3 Challenge - Testing the Plan -- What Is Challenge? -- Sam's Challenges -- Obstacles -- Challenge Stage Tasks -- Checking Your Attitude -- Attitudes That Empower -- Attitudes That Inhibit -- Increasing Your Influence -- Testing and Monitoring the Plan -- Creatively Tinkering -- Do You Tinker? --

Tinkering vs. Tampering -- STAGE 4 Prize-Reaping the Results -- What Are Prizes? -- Prize Stage Tasks -- Evaluating Your Results -- Gaining Learning Experiences -- Failure Through Effort -- Failure Through Laziness -- Reaping Rewards and Recognition -- No-Cost Reward and Recognition Ideas -- Low-Cost Reward and Recognition Ideas -- Ideas for Formal Rewards and Prizes -- Gaining Inner Wealth -- Inner Wealth Deposits -- Going Home and Beginning Again -- The Spiral of Renewal -- SUMMARY Putting the Process to Work -- How Personality Styles Affect Results -- Understanding the Styles -- Achieving Desired Results: Examples -- Personal Example: Losing Weight -- Organizational Example: Empowering Employees -- Good vs. Great Organizational Results -- Good vs. Great -- Worksheet -- Additional Reading.