1.	Record Nr.	UNINA9910813533903321
	Autore	Eden Jeremy
	Titolo	Low-hanging fruit : 77 eye-opening ways to improve productivity and profits / / Jeremy Eden, Terri Long ; cover design, Michael J. Freeland
	Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2014 ©2014
	ISBN	1-118-86504-9 1-118-86522-7
	Descrizione fisica	1 online resource (226 p.)
	Disciplina	658.314
	Soggetti	Business cycles Income distribution Small business
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Description based upon print version of record.
	Nota di contenuto	Low-Hanging Fruit: 77 Eye-Opening Ways to Improve Productivity and Profits; Copyright; Contents; Acknowledgments; Introduction Why Is Low-Hanging Fruit So Hard to Spot?; Sand in Your Suitcase; Low-Hanging Fruit; Humans Ruled the World by Harvesting-Now You Can Rule Your Company by Harvesting Ideas!; Increasing Your Idea Harvest Yield Exponentially; Part 1: How to Uncover Low-Hanging Fruit: Seeing the Problem Is Harder than Solving the Problem; Problem Solving in a Nutshell; Chapter 1: Put a Price Tag on Everything to Stop the Waste Chapter 2: "Value Engineer" Your Products to Eliminate What Your Customers Won't Pay For Chapter 3: Ask "Why?" Five Times to See the Real Problem; Chapter 4: Ask, "How Do We Know That Is True?"; Corporate Myth Busting with "Why?" and "How Do We Know That Is True?"; Chapter 5: You Need to Tag It to Bag It: Name a Problem to Help Everyone See It!; Chapter 6: Don't Be Fooled by Misleading Metrics: Zero in on the Ugly and Rattle the Status Quo by Turning Metrics Upside Down; Chapter 7: The 80/20 Rule: Everyone Knows It, but Few Use It!; Chapter 8: Find Quick-and-Dirty Data to Get Refined Insights Chapter 9: Benchmarking Is a Mistake Chapter 10: Use Brainstorming in a New Way: To Find Problems, Not Solutions; Part 2: Now That You See

| Sommario/riassunto | Every day, thousands of hidden and ignored problems frustrate workers and customers and, in turn, reduce profits. The key to finding and fixing these problems is to engage employees closest to the work and closest to the customer in new ways so they can contribute their ideas. This book provides rules that, if followed, will allow employees to harvest all the low hanging fruit - and some that is not so low hanging - that will grow earnings, make customers happier, and increase morale. Some examples of these rules include Rule 15: Routinely review - and stop - "zombie projects". |