Record Nr. UNINA9910973954503321 Autore Drotter Stephen J **Titolo** The performance pipeline: getting the right performance at every level of leadership / / Stephen Drotter San Francisco, : Jossey-Bass, 2011 Pubbl/distr/stampa 9786613239884 **ISBN** 9781118086483 1118086481 9781283239882 1283239884 9781118086469 1118086465 9781118086599 1118086597 Edizione [1st ed.] Descrizione fisica 1 online resource (321 p.) Classificazione BUS071000 Disciplina 658.4/092 Soggetti Leadership Performance Management Organizational behavior Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Includes bibliographical references and index. Nota di bibliografia Nota di contenuto pt. 1. The performance pipeline concept -- pt. 2. Expected results at every level of leadership -- pt. 3. Successful implementation of the performance pipeline. Sommario/riassunto "The guide that defines the results required at each organizational level to sustain business successIt's not enough to build a company full of people with leadership skills. The Performance Pipeline digs deep into the real work of executing business results at each leadership layer. Filled with lessons and examples from the author's 40 years of experience Shows how to set performance standards, make sure the

right work is being done, and remove performance barriers Illustrates how leaders can make the transition to the next level and achieve full

performance This book gives leaders in any industry an advantage over the competition"--