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Balanced Scorecard Success: The Kaplan-Norton Collection (4 Books) Robert S. Kaplan, David P.

Norton, 2015-12-22 This collection highlights the most important ideas and concepts from Robert S Kaplan and David P Norton authors of The Balanced Scorecard a revolutionary performance measurement system that allows organizations to quantify intangible assets such as people information and customer relationships Also included are Strategy Maps which enables companies to describe the links between intangible assets and value creation with a clarity and precision never before possible The Execution Premium which describes a multistage system to help companies to gain measurable benefits from carefully formulated business strategy and The Strategy Focused Organization which introduces a new approach to make strategy a continuous process owned not just by top management but by everyone **The Balanced Scorecard** Robert S. Kaplan, David P. Norton, 1996-08-02 The Balanced Scorecard translates a company s vision and strategy into a coherent set of performance measures. The four perspectives of the scorecard financial measures customer knowledge internal business processes and learning and growth offer a balance between short term and long term objectives between outcomes desired and performance drivers of those outcomes and between hard objective measures and softer more subjective measures In the first part Kaplan and Norton provide the theoretical foundations for the Balanced Scorecard in the second part they describe the steps organizations must take to build their own Scorecards and finally they discuss how the Balanced Scorecard can be used as a driver of change The Robert S. Kaplan Series in Management Accounting,

Cost & Effect Robert S. Kaplan, Robin Cooper, 1998 Cost and Effect is written for the general manager and explains activity based costing systems It focuses on creating integrated knowledge based systems that provide managers with meaningful information not just data

The Strategy-Focused Organization Robert S. Kaplan, David P. Norton, 2000-09-13 The creators of the revolutionary performance management tool called the Balanced Scorecard introduce a new approach that makes strategy a continuous process owned not just by top management but by everyone In The Strategy Focused Organization Robert Kaplan and David Norton share the results of ten years of learning and research into more than 200 companies that have implemented the Balanced Scorecard Drawing from more than twenty in depth case studies including Mobil CIGNA and AT T Canada Kaplan and Norton illustrate how Balanced Scorecard adopters have taken their groundbreaking tool to the next level These organizations have used the scorecard to create an entirely new performance management framework that puts strategy at the center of key management processes and systems Kaplan and Norton articulate the five key principles required for building strategy focused organizations 1 translate the strategy into operational terms 2 align the organization to the strategy 3 make strategy everyone s everyday job 4 make strategy a continual process and 5 mobilize change through strong effective leadership The authors provide a detailed account of how a range of organizations in the private public and nonprofit sectors have deployed these principles to achieve breakthrough

sustainable performance improvements The Balanced Scorecard Robert S. Kaplan, David Norton, 2009 Kaplan accounting Harvard and Norton president of Renaissance Solutions Inc created the balanced scorecard to assist businesses in moving from ideas to action achieving long term goals and obtaining feedback about strategy The balanced scorecard consists of four sections clarifying and translating vision and strategy communicating and linking strategic objectives and measures planning setting targets and aligning strategic initiatives and enhancing strategic feedback and learning Because the writing is technically oriented and somewhat detailed this work is geared toward scholars and high level business planners However its clear organization makes reading and understanding the concepts much easier Recommended for upper level and graduate business students and senior practitioners in the strategic planning field Robert S. Kaplan, David P. Norton, 2004 The authors of The Balanced Scorecard and The Strategy Focused Organization present a blueprint any organization can follow to align processes people and information technology for superior performance What You Really Need to Lead Robert Steven Kaplan, 2015 As Harvard Business School professor and business executive Robert Steven Kaplan explains in this new book leadership is accessible to all of us today and it starts with an ownership mind set You don't need an invitation to lead Leadership is a dynamic way of thinking and acting that anyone can take on For Kaplan acting as a leader is a function of three key questions 1 Do you work to figure out what you believe as if you were an owner 2 Do you take action based on those beliefs 3 Do you focus on adding value to others and take responsibility for the impact of your actions on others both positive and negative The book is full of stories taken from the author's own leadership experience as well as from his work helping various types of leaders and organizations What's revealed is that leadership is not a role reserved for an elite few blessed with the right skills and key positions it s about a focus on taking ownership and adding value to others What's more leadership is a lifelong journey of learning for which you must take responsibility It's about learning to ask the right questions and learning to understand yourself As in his earlier books Kaplan asks probing questions provides exercises and suggests follow up steps that will help you develop your skills create new habits and move you toward reaching your unique potential What You Really Need to Lead is your key to unlocking the power of thinking and acting like an owner The 100 Best Business Books of All Time Jack Covert, Todd Sattersten, 2011-11-01 Thousands of business books are published every year. Here are the best of the best After years of reading evaluating and selling business books Jack Covert and Todd Sattersten are among the most respected experts on the category Now they have chosen and reviewed the one hundred best business titles of all time the ones that deliver the biggest payoff for today s busy readers The 100 Best Business Books of All Time puts each book in context so that readers can quickly find solutions to the problems they face such as how best to spend The First 90 Days in a new job or how to take their company from Good to Great Many of the choices are surprising you ll find reviews of Moneyball and Orbiting the Giant Hairball but not Jack Welch's memoir At the end of each review Jack and Todd direct readers to other books both inside and

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about asking the right questions The challenge lies in being able to step back reflect and ask the key questions that are critical to your performance and your organization's effectiveness In What to Ask the Person in the Mirror leadership expert Robert Kaplan presents a process for asking the big questions that will enable you to diagnose problems change course if necessary and advance your career He lays out areas of inquiry including questions such as Do I clearly articulate my vision and top priorities to my employees and key constituencies Does the way I spend my time enable me to achieve my top priorities Do I give subordinates timely and direct feedback they can act on Do I actively seek feedback myself Have I developed a succession roadmap Is my organization s design aligned with the achievement of its objectives Is my leadership style still effective and does it reflect who I truly am Packed with real life situations this highly readable and practical guide helps you learn to ask the right questions and work through the answers in ways that are right for you By asking these questions you can tackle the inevitable challenges of leadership as you craft new strategies for staying on top of your game

Kaplan and Norton on Strategy Management Robert S. Kaplan, David P. Norton, Balanced Scorecard Collaborative, 2002 Sales Force Management Mark W. Johnston, Greg W. Marshall, 2020-12-07 In this 13th edition of Sales Force Management Mark Johnston and Greg Marshall continue to build on the book s reputation as a contemporary classic fully updated for modern sales management teaching research and practice. The authors have strengthened the focus on the use of technology in sales management offered new discussions on innovative sales practices and further highlighted sales and marketing integration By identifying recent trends and applications Sales Force Management combines real world sales management best practices with cutting edge theory and empirical research in a single authoritative source Pedagogical features include Engaging breakout questions designed to spark lively discussion Leadership Challenge assignments and Minicases at the end of every chapter to help students understand and apply the principles they have learned in the classroom Leadership Innovation and Technology boxes that simulate real world challenges faced by salespeople and their managers Ethical Moment boxes in each chapter put students on the firing line of making ethical choices in sales Role Play exercises at the end of each chapter designed to enable students to learn by doing A comprehensive selection of updated and revised longer sales management case studies in the book and on the companion website This fully updated new edition offers a thorough and integrated overview of accumulated theory and research relevant to sales management translated clearly into practical applications a hallmark of Sales Force Management over the years It is an invaluable resource for students of sales management at both undergraduate and postgraduate levels The companion website features an instructor s manual PowerPoints case studies and other tools to provide additional support for students and instructors Chasing **Stars** Boris Groysberg, 2012-03-25 It is taken for granted in the knowledge economy that companies must employ the most talented performers to compete and succeed Many firms try to buy stars by luring them away from competitors But Boris Groysberg shows what an uncertain and disastrous practice this can be Chasing Stars offers profound insights into the

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