



I Get It!: Simplified Fundamentals Your Manager Badly Wants You to Know.and Do (Paperback)

By Neil Witmer

Dog Ear Publishing, United Kingdom, 2009. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Why do some managers get it while others don't? In I Get It!, organizational psychologist Neil Witmer explores how top management views the performance of their managers, directors, and VPs. With an informal, readable style, Witmer explains that getting it requires no private club or secret sauce. He outlines 24 simplified fundamentals that CEOs and senior executives badly want their people to master and apply in all directions-inward, upward, sideward, downward, and outward. Witmer provides numerous examples, stories, and worksheets to help readers develop a signature style, using best practices in a way that is most natural for them. When managers (or executives) get it, they exceed expectations and gain approving nods from those who determine their bonus compensation and career paths. Organizations are full of highly educated, well-intentioned people who overcomplicate everything, lowering impact and effectiveness. Neil's book is a must read for anyone responsible for achieving results through others. - GARY GRAVES, Chairman, Caribou Coffee Company In a crowded space of how-to and theoretical business books, Neil Witmer's I Get It! stands apart from the...



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