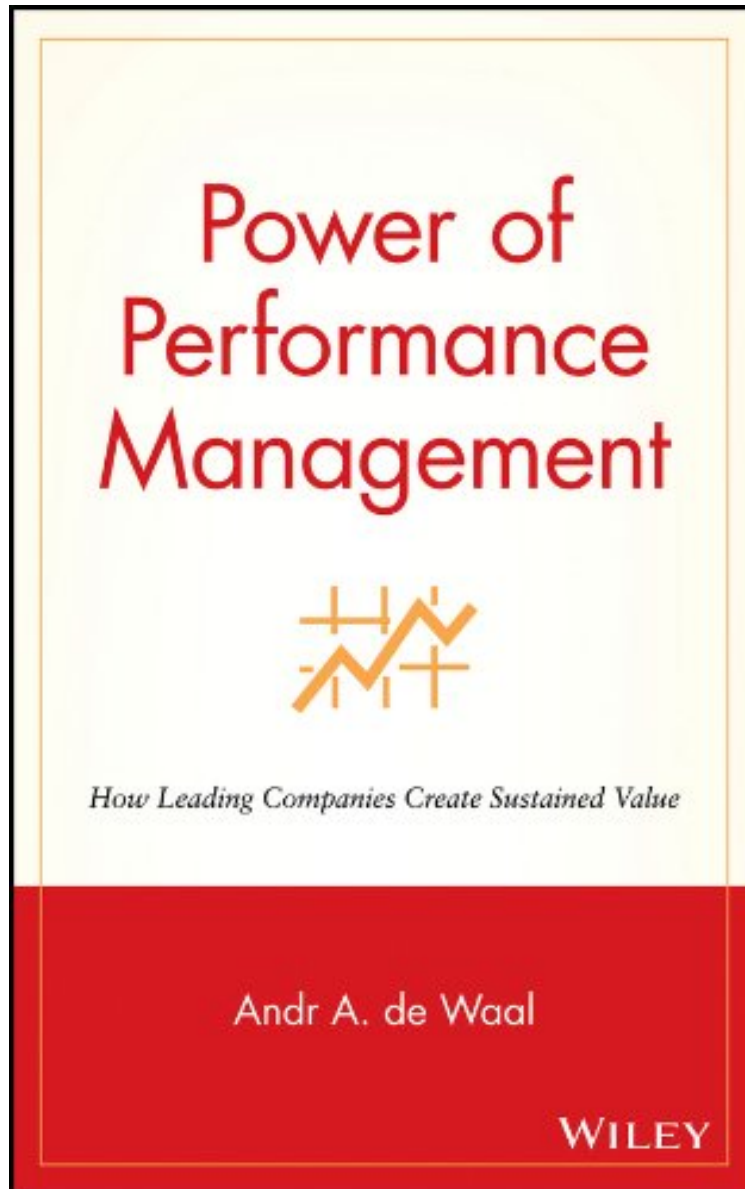


Power of Performance Management: How Leading Companies Create Sustained Value

Andreacut; A. de Waal
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#2882396 in eBooks 2008-04-21 2008-04-21File Name: B0014TL0UK | File size: 55.Mb

Andreacut; A. de Waal : Power of Performance Management: How Leading Companies Create Sustained Value before purchasing it in order to gage whether or not it would be worth my time, and all praised Power of Performance Management: How Leading Companies Create Sustained Value:

6 of 6 people found the following review helpful. The daily practice of Performance ManagementBy A CustomerThis

book provides an excellent framework needed to develop a world class performance management process. It is not a theoretical book but it is based on the experiences of prominent companies like Sara Lee, Philip Electronics, Emerson Electric, KLM Royal Dutch Airlines, NEC, and Xerox who have all used the techniques described in this book. Every chapter starts with a description of a particular challenge which companies have to overcome in their performance management process. Then, several ideas are given to deal with the challenge. Finally, the ideas are illustrated by real-life cases. This set-up makes it very easy for the readers to understand and then apply these ideas at their own companies. This book gives an outstanding overview of the current state-of-the-art in this field!

A groundbreaking new approach to creating and delivering world-class shareholder value Creating the right performance management framework is the key to delivering sustained, world-class value. Under increasing pressure from shareholders to create sustained wealth, CFOs, CEOs, and controllers are desperate for new business planning methods that will help them meet constantly growing expectations. This book provides the framework for developing a strategic plan to develop world-class performance management capabilities. Numerous case studies and best practice examples help identify the key issues companies face in their drive to deliver and create value as well as the new role management must play in order to maximize performance management capabilities. The book also explores the various information technologies that support performance management.

From the Inside Flap Follow the examples of world-class corporations to strengthen your company's ability to create and deliver value There is a growing conviction among senior corporate financial managers that traditional business planning and performance management methods are flawed and insufficient for keeping competitive in today's technology-driven information age. In addition, there is increasing pressure from shareholders for corporations to create as much value as possible. More than ever, today's companies must top the value creation usually achieved through new budgeting systems, complete benchmarking studies, and reorganizations of the finance function. Power of Performance Management provides the framework necessary to develop a strategic performance management process for creating world-class value by examining the practices and case studies of world-class corporations. From Sara Lee to the Xerox Corporation, these diverse examples reflect the roadblocks today's leading companies have faced and overcome in this area and demonstrate the role management must play in making improvements. Also included here is a thorough explanation of how to effectively utilize information technology to support the process. Identify key issues, create a framework, choose a strategy, and secure the tech support you need in order to create and deliver world-class value for your company with this invaluable book

From the Back Cover
STREAMLINE YOUR MANAGEMENT PROCESS FOR MAXIMUM VALUE CREATION

In our highly technological, global New Economy, business success depends more and more on the exchange of ideas implemented through sharpened organizational capabilities such as speed and responsiveness. Organizations that can quickly turn strategy into action, manage processes intelligently and efficiently-and take maximum advantage of human capital-will take the lead. Shifting from a traditional, insular management climate to a more interconnected and level playing field is now key to keeping competitive. This book shares valuable ideas that a number of prominent organizations, including Sara Lee, NEC, and KLM Royal Dutch Airlines, have used to improve their performance management process and overcome roadblocks. Illustrated with case studies and descriptions of how these ideas were applied in a practical way, Power of Performance Management helps you to:

- * Identify issues your company is facing in its ability to deliver and create value
- * Understand the role that management must play in relation to value-creation ability
- * Create a performance management framework that's right for your organization
- * Discover what information technology is needed in order to support world-class value creation . . . and much more to ensure that your company makes a smooth transition from traditional to more efficient and effective management processes, achieves its objectives, sustains its value creation-and profits.

About the Author **ANDRE**; A. de WAAL is a partner with Arthur Andersen Consulting, the Netherlands. He has degrees in chemistry and business administration and is certified in production and inventory management. As a consultant, he has focused on projects including the selection and implementation of production, logistic and financial software packages, cost analyses, and designing logistic concepts and information technology infrastructures. He most recently worked on a benchmark study for a Dutch multinational performed in Japan, Germany, and the United States. Mr. de Waal has published over twenty articles and five books on the topic of performance management.