



managing for results

By Peter F. Drucker

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The effective business, Peter Drucker observes, focuses on opportunities rather than problems. How this focus is achieved in order to make the organization prosper and grow is the subject of this companion to his classic work, *The Practice of Management*. *Managing for Results* shows what the executive decision maker must do to move his enterprise forward. Drucker again employs his particular genius for breaking through conventional outlooks and opening up new perspectives for profits and growth.

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- Sales Rank: #241810 in Books
- Published on: 2006-10-03
- Released on: 2006-10-03
- Original language: English
- Number of items: 1
- Dimensions: 8.00" h x .58" w x 5.31" l, .43 pounds
- Binding: Paperback
- 256 pages

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"Any book by Drucker is rewarding and it is impossible to read the man without learning a lot." -- -- *Fortune*

About the Author

Peter F. Drucker is considered the most influential management thinker ever. The author of more than twenty-five books, his ideas have had an enormous impact on shaping the modern corporation. Drucker passed away in 2005.

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