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Secret To Working
Less And
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Richard Koch

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The 80 20 Manager Secret

Building on his The 80/20 Principle (1997), Koch presents 10 ways

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to be an 80/20 manager, including how to be a superconnecting manager, a liberating manager, a time-rich manager, or a simplifying manager like Alan Mulally of Ford. These simple, practical techniques can be tried individually or together, although some may not work for everyone.

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**The 80/20 Manager:
The Secret to
Working Less and ...**

An 80/20 manager
learns to focus only on
the issues that really
matter, achieving
exceptional results,
and feeling successful
everyday while working
less hard in fewer
hours. A large number
of managers —
especially in these
difficult times — feel
completely
overwhelmed.

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2014. THE SOUNDVIEW

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REVIEW : As far as obvious statements go, Richard Koch penned one of the best in any business book when he wrote, "Work is overwhelming."

The 80/20 Manager: The Secret to Working Less and ...

The 80/20 Manager shows a new way to look at management -- and at life -- to enjoy work and build a successful and fulfilling

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career. Bestselling author Richard Koch shows managers how to apply the 80/20 Principle to achieve exceptional results at work -- without stress or long hours.

The 80/20 Manager : The Secret to Working Less and ...

The 80/20 Manager:
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More - Ebook written
by Richard Koch. Read

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**The 80/20 Manager:
The Secret to
Working Less and ...**

A true 80/20 manager,
according to Koch, is
relaxed, happy, and full
of energy, and works
reasonable hours. In
fact, claims Koch, if
more managers
adhered to the 80/20

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principle, the result
would...

Nonfiction Book
Review: The 80/20
Manager: The Secret
to ...

In his bestselling book
The 80/20 Principle,
Richard Koch showed
readers how to put the
80/20 Principle--the
idea that 80 percent of
results come from just
20 percent of
effort--into practice in
their personal lives.

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Now in THE 80/20
MANAGER, he
demonstrates how to
apply the principle to
management.

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Praise For The 80/20
Manager: The Secret to
Working Less and
Achieving More ... "The
80/20 Principle is the
cornerstone of results-
based living. Read this
new book and use it."

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— Tim Ferriss, author of
The Four-Hour Work
Week
Achieving More

**The 80/20 Manager:
The Secret to
Working Less and ...**

How anyone can be more effective with less effort by learning how to identify and leverage the 80/20 principle--the well-known, unpublicized secret that 80 percent of all our results in business and in life

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stem from a mere 20 percent of our efforts. The 80/20 principle is one of the great secrets of highly effective people and organizations.

The 80/20 Principle: The Secret to Achieving More with

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'Congratulations! The
80/20 Principle is
terrific.' Al Ries,
bestselling author of

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'Koch is a passionate
80/20er. Read this and
you will be too'.

Andrew Campbell,
Ashridge Strategic
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'Both astute and
entertaining, this is an
intriguing book to

The 80/20 Principle: The Secret of Achieving More with Less

In his bestselling book
The 80/20 Principle,

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Richard Koch showed readers how to put the 80/20 Principle—the idea that 80 percent of results come from just 20 percent of effort—into practice in their personal lives. Now in THE 80/20 MANAGER, he demonstrates how to apply the principle to management.

**The 80/20 Manager:
The Secret to
Working Less and ...**

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Bestselling author
Richard Koch shows
managers how to apply
the 80/20 Principle to
achieve exceptional
results at work --
without stress or long
hours. In his bestselling
book The 80/20
Principle , Richard Koch
showed readers how to
put the 80/20 Principle
-- the idea that 80
percent of results come
from just 20 percent of
effort -- into practice in
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In his bestselling book *The 80/20 Principle*, Richard Koch showed readers how to put the 80/20 Principle -- the idea that 80 percent of results come from just 20 percent of effort -- into practice in their personal lives. Now in *The 80/20 Manager*, he demonstrates how to apply the principle to management.

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to Working Less ...**

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Minute Praisings, and
One Minute
Reprimands. The book
also presents several
studies that clearly
explain why these
apparently simple

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methods work so well
with so many people.
By the book's end,
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In his best-selling audiobook The 80/20 Principle, Richard Koch showed listeners how to put the 80/20 Principle - the idea that 80 percent of results come from just 20

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Now in THE 80/20 MANAGER, he demonstrates how to apply the principle to management.

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