
A *BusinessWeek*
Bestseller

LESS

is

MORE

How Great Companies Improve
Productivity Without Layoffs

JASON JENNINGS

Coauthor of *It's Not the Big That Eat the Small . . .*
It's the Fast That Eat the Slow—NATIONAL BESTSELLER



Less Is More by Jason Jennings

Jason Jennings

In an age while each enterprise must in attaining extra with Less Is More fewer resources, Jason Jennings deals the major to ramping up productivity. during this BusinessWeek bestseller, he identifies the world's most efficient businesses and divulges their secrets—none of which, surprisingly, comprise layoffs. the corporations he gains are actually astonishing, from Ryanair, which generates thrice extra revenue according to worker than the mythical Southwest Airlines, to Nucor, a metal enterprise with annual progress of seventeen percentage Less Is More for the prior thirty-one years and the top paid employees within the industry. Drawing on those and different extraordinary companies, Jennings provides his readers with stable recommendation on tips to streamline businesses, dispose of waste, and encourage greatness inside of a workforce.

much less Is More: How nice businesses Use Productivity Jason Jennings Portfolio/The Penguin Group As Jennings explains during this volume, he and his study affiliates tested greater than 4,000 companies, settled on a brief checklist of 100, after which lowered it to the pinnacle 8 awesome performers. the factors for evaluate and choice incorporated profit in line with Less Is More employee, go back on equity, go back on assets, and working source of revenue according to employee. Next, questions have been posed akin to "Has the corporate been overexposed?" and "Might this corporation pull an Enron?" listed below are the eight: IKEA, Lantech, Nucor, Ryanair, SRC Holdings, global Savings, Yellow Freight, and The Warehouse. whilst discussing them, Jennings focuses with meticulous on concerns corresponding to these:

- strategies which are most suitable while promoting "the significant idea" (strategy) to a company
- motion steps that would "drive a stake in the course of the center of bureaucracy"
- tips on how to "systematize everything"
- ideas which hugely effective businesses hire to accomplish non-stop development
- "Ruthless and strict" standards through which to gauge technological projects
- Sequential tasks which to completely inspire a staff
- features required for a pace-setter of a hugely efficient firm
- "Twelve principles for Doing extra with Less" each one of those is subjected to a rigorous and eloquent analysis. by means of this technique Jennings unearths the "lessons" talked about earlier. All of those classes are at once suitable to all corporations (regardless of measurement and nature) and will successfully utilized IF (huge "if") those that learn this publication decide on a suitable plan of action from one of the 4 concepts Jennings identifies. If not anything else, every one reader can version herself or himself after the rules and qualities of the most efficient businesses and their leaders. by means of doing so that they will upload a "turbocharger" to their specialist growth.

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