



Winning Well: A Manager's Guide to Getting Results---Without Losing Your Soul

Karin Hurt, David Dye

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It can feel like a rigged game. Executives set aggressive goals, so managers drive their teams to burnout trying to deliver. Or, employees seek connection and support, so managers focus on relationships . . . and fail to make the numbers. The fallout is stress, frustration, and disengagement, and not just among team members--two-thirds of managers report being disengaged. To succeed, managers cannot choose between results and relationships. They need "both": They must get people to achieve while creating an environment that makes them truly want to. "Winning Well "offers managers a quick, practical action plan--complete with examples, stories, and online assessments. They will learn how to: Stamp out the corrosive win-at-all-costs mentality - Focus on the game, not just the score - Reinforce behaviors that produce results - Sustain energy and momentum - Correct poor performance without drama - Build productive relationships - Be the leader people want to work for Today's hypercompetitive economy has created tense, overextended workplaces. Keep it productive, rewarding, and even fun with this one-stop success kit.

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