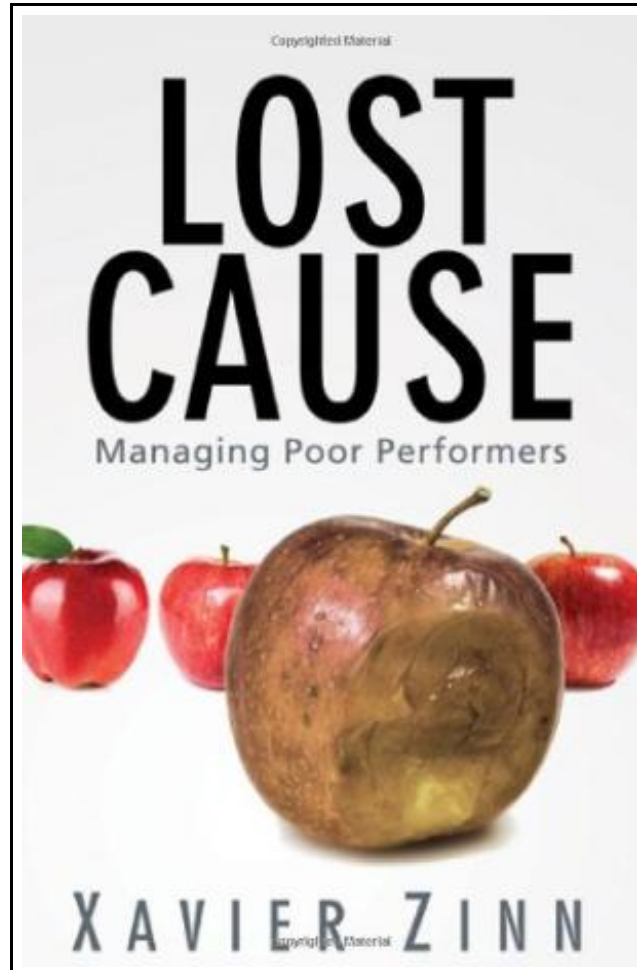


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Reviews

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(Prof. Antone Olson II)*

LOST CAUSE: MANAGING POOR PERFORMERS



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Wheatmark, United States, 2013. Paperback. Book Condition: New. 221 x 137 mm. Language: English . Brand New Book ***** Print on Demand *****.There s an unwritten rule in management that everyone is capable of meeting your expectations. If an employee on your team does substandard work, it s your job to find the problem and fix it. Unfortunately, not all performance issues are fixable because not everyone is capable of performing to their manager s expectations. In some cases it may make sense to provide extra training sessions, or make changes to the work environment, but for chronically poor performers, no amount of help is going to change the outcome. And yet, many companies keep making excuses for them because they are reluctant to fire people outright. So what can you do? *Lost Cause: Managing Poor Performers* cuts through the conventional wisdom to offer real answers: Which employees can you help -- and which ones will never improve? How do you know if your expectations are reasonable? How much should you invest in an under performing employee before giving up? Can you really motivate someone to do their job? You already have the tools you need to deal with employees who don t pull their weight. *Lost Cause* shows you what they are.and how to wield them with confidence.



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