

**Results**

**~~Excuses~~**

# Lets Get Results Not Excuses

**Walter Brown Gibson**



## **Lets Get Results Not Excuses:**

**Let's Get Results, Not Excuses!** James M. Bleech, David G. Mutchler, 1995 Here s a no nonsense approach to increasing productivity performance and profit This unique look at corporate problem solving allows one to rid a company of the disease of excuse making As a result all the accompanying problems denial of responsibility pessimism procrastination projection of blame and reactive thinking disappear

**Let's Get Real or Let's Not Play** Mahan Khalsa, Randy Illig, 2008-10-30 The new way to transform a sales culture with clarity authenticity and emotional intelligence Too often the sales process is all about fear Customers are afraid that they will be talked into making a mistake salespeople dread being unable to close the deal and make their quotas No one is happy Mahan Khalsa and Randy Illig offer a better way Salespeople they argue do best when they focus 100 percent on helping clients succeed When customers are successful both buyer and seller win When they aren t both lose It s no longer sufficient to get clients to buy a salesperson must also help the client reduce costs increase revenues and improve productivity quality and customer satisfaction This book shares the unique FranklinCovey Sales Performance Group methodology that will help readers Start new business from scratch in a way both salespeople and clients can feel good about Ask hard questions in a soft way Close the deal by opening minds

*Black Enterprise* ,1995-09 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance

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*Cultural Resistance Reader* Stephen Duncombe, 2002 From the Diggers seizing St George Hill in 1649 to Hacktivists staging virtual sit ins in the 21st century from the retributive fantasies of Robin Hoods to those of gangsta rappers culture has long been used as a political weapon This expansive and carefully crafted reader brings together many of the classic texts that help to define culture as a tool of resistance With concise illuminating introductions throughout it presents a range of theoretical and historical writings that have influenced contemporary debate and includes a number of new activist authors published here for the first time Cultural Resistance Reader is both an invaluable scholarly resource and a tool for political activists But most importantly it will inspire everyday readers to resist

*Handbook of Training Evaluation and Measurement Methods* Jack J. Phillips, Patricia Pulliam Phillips, 2016-05-20 Today s economic climate means that anyone involved in training and development must be able to

measure its effect on business performance With a focus on costs benefits and return on investment this book provides a comprehensive reference for those who are learning about or implementing an evaluation system This new edition is fully revised and updated to reflect current developments with step by step guidance on a range of vital topics including Developing a results based approach to HRD Evaluation design Data collection and measuring success Calculating program costs and ROI Increasing management support for HRD programs With end of chapter discussion questions and an accompanying online Instructor Guide this fourth edition provides sound theory and practical solutions The Handbook of Training Evaluation and Measurement Methods is a complete and detailed reference guide suitable for HRD professionals and students in advanced courses in HRD training evaluation and program evaluation     Looking Closer 4 Michael Bierut, William Drenttel, Steven Heller, 2012-02-15 The most stimulating installment yet in the acclaimed Looking Closer series This enthralling collection of essays assembles some of the most intriguing critical commentary published in professional and general interest design magazines from 1997 to 2000 Over thirty contributors including Rick Poynor Kathy McCoy Lorraine Wild Veronique Vienne Jessica Helfand and others discuss such important contemporary themes as the rise and fall of the dot coms and its influence on salary expectations the ongoing controversy over the First Things First Manifesto the call for greater responsibility in the design profession and the antibranding protests that ignited demonstrations during recent World Trade Organization meetings From current events to design principles and aesthetics to ethics graphic designers everywhere will savor this anthology of fresh perspective Allworth Press an imprint of Skyhorse Publishing publishes a broad range of books on the visual and performing arts with emphasis on the business of art Our titles cover subjects such as graphic design theater branding fine art photography interior design writing acting film how to start careers business and legal forms business practices and more While we don't aspire to publish a New York Times bestseller or a national bestseller we are deeply committed to quality books that help creative professionals succeed and thrive We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers     **Commodify Your Dissent: Salvos from The Baffler** Thomas Frank, Matt Weiland, 2011-07-18 From the pages of The Baffler the most vital and perceptive new magazine of the nineties sharp satirical broadsides against the Culture Trust In the old Gilded Age the barons of business accumulated vast wealth and influence from their railroads steel mills and banks But today it is culture that stands at the heart of the American enterprise mass entertainment the economic dynamo that brings the public into the consuming fold and consolidates the power of business over the American mind For a decade The Baffler has been the invigorating voice of dissent against these developments in the grand tradition of the muckrakers and The American Mercury This collection gathers the best of its writing to explore such peculiar developments as the birth of the rebel hero as consumer in the pages of Wired and Details the ever accelerating race to market youth culture the rise of new business gurus like Tom Peters and the fad for Hobbesian corporate reengineering and the encroachment of advertising

and commercial enterprise into every last nook and cranny of American life With its liberating attitude and cant free intelligence this book is a powerful polemic against the designs of the culture business on us all Turned On James Parker,2000-08-15 In this powerfully written unauthorized biography Parker plots the course of Rollins career **The Art of Traveling Extravagantly, and Nearly Free!** Dorice Exline,Keith Stefanczyk,2002 Annotation Benefit from the numerous travel award programs available **Magic for Beginners** Walter Brown Gibson,2002 Revised with dozens of illustrations complementing this easy to understand classic this guide to magic spans all age groups with tricks that have baffled both children and adults *Hypnotism* Rachel Copelan,2000 Through illustrated case histories and the most up to date methods and uses of hypnotism a professional hypnotherapist sex educator and family counselor teaches readers how to tap their brain s resources and efficiently use its energy to control unwanted behavior through self hypnosis Called to Lead Gwendolyn J. Tucker,2024-11-12 In Called to Lead Gwendolyn J Tucker shares her firsthand experiences of taking on different leadership roles revealing the valuable lessons she learned along the way This transparent account addresses a pressing concern faced by first time and frontline leaders in all sectors how to navigate the uncertain terrain of new leadership positions With wisdom and relatability Gwendolyn explores her struggles and triumphs offering a unique blend of personal anecdotes and theoretical insights Called to Lead goes beyond conventional leadership manuals by delving into the nuances of leading oneself before others It presents a fresh perspective on the age old debate of whether leaders are born or made underscoring the fact that leadership skills are honed over time often through challenging experiences This roadmap stands apart with its potent mix of personal leadership stories and practical advice It aims to empower individuals to embrace their innate leadership potential even when the path seems daunting The contents are as much about self discovery and character development as they are about managing others Called to Lead offers an enlightening honest and engaging exploration of leadership It provides a compass for those who find themselves on the precipice of leadership showing them how to navigate this new terrain and become the leaders they were born to be **Return on Investment in Training and Performance Improvement Programs** Jack J. Phillips,2012-06-25 The second edition of this bestselling book Return on Investment in Training and Performance Improvement Programs guides you through a proven results based approach to calculating the Return on Investment in training and performance improvement programs Jack Phillips has composed user friendly ROI calculations plus ten post program data collection methods ten strategies for determining the amount of improvement that is directly linked to training programs ten techniques for converting both hard and soft data to monetary values Return on Investment in Training and Performance Improvement Programs Second Edition continues as a primary reference for learning how to utilize ROI to show the contribution of training education learning systems performance improvement and change initiatives throughout organizations The book also details implementation issues provides worksheets and pinpoints non monetary program benefits A case study takes the reader through the ROI process step by step

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Seidner,2012-12-06 We are glad to have the opportunity to work together again in the planning and preparation of this edited volume on the evaluation of corporate training Our respective professional careers have provided us with experience in this area both as practitioners and as academicians It is from both of these perspectives that we approached the preparation of this volume Our purpose is to provide training professionals in business and industry and students of human resources development with an overview of current models and issues in educational evaluation The book is organized around three themes context models and issues The chapters in the context section are intended to provide the reader with an understanding of the social organizational and interpersonal factors that provide background and give meaning to evaluation practice The models section brings together contributions from some of the most influential thinkers and practitioners in the field The chapters in this section provide perspective on the dominant themes and emergent trends from individuals who have been and continue to be the drivers of those trends Contributions to the issues section highlight some pervasive themes as well as illuminate new areas of concern and interest that will affect how we assess learning interventions in the organizations of today and tomorrow **The Project Management Scorecard** Jack J. Phillips,Timothy W. Bothell,G. Lynne Snead,2012-08-06 Return on Investment ROI remains one of the most challenging and intriguing issues facing human resource development and performance improvement professionals Drawing on their expertise in developing and implementing ROI programs in human performance and training Jack J Phillips Ph D Timothy W Bothell and G Lynn Snead demonstrate how you can effectively apply ROI to project management Today almost every industry requires employees to manage multiple projects with competing priorities critical deadlines and unexpected interruptions rendering

everyone a project manager in some respect Most employees feel the pressure of juggling any number of key projects simultaneously Organizations have responded by investing large amounts of both time and money to improve project management and most strive to justify the efforts and resources dedicated to improving this goal The Project Management Scorecard is a welcome relief for anyone managing a project or multiple projects as well as the trainers human resource development staff or supervisors charged with measuring evaluating and managing project managers Project Management is one of the hottest topics in business management today affecting nearly every individual in any organization across the globe Let three HRD experts show you how to apply the hugely popular ROI process to the key organizational issue of successful project management including Project management issues and challenges Measuring reaction and satisfaction How to calculate and interpret ROI Capturing business impact data Measuring skill and knowledge changes during the project Monitoring the true costs of the project solution Converting business measure to monetary values Forecasting ROI The authors step by step approach allows you to begin the ROI process immediately Start measuring the success of your project management results today     *101 Great Lives* Kumar A. Kathar,2004-12 This remains one of the more important volumes in this series of 24 books This revised edition looks at the lives of 101 successful men women in their respective fields Social Reformers Nana Saheb Karve Kabir Revolutionaries Vir Savarkar Rasbehari Bose Statesmen Disraeli Bismarck Scientists Madam Curie Dr M S Swaminathan Artists Scholars Birju Maharaj Allauddin Khan Venkatesh Aiyer Bankim Chandra Chatterjee Amrita Pritam Heads of States Charles De Gaulle Anwar Sadat Sport stars Martina Navratilova P K Banerjee Infact these mini biographies in all offer the life sketches of 101 famous personalities in a nutshell     **Black Enterprise**,1995

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