The Art of Profitable Process

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This book is for you, the employee, manager or executive, when you recognize you have a problem but are not quite sure what to do about it. These are the methods and tools that we use, where and when appropriate, to help our clients out of tight spots. We're seasoned – a kind word for old and experienced. And we study history. Our shoes will not fit everyone, but the material we share here has been used practically, not theoretically, in some of the largest companies in the world, as well as some of the smallest. Our primary purpose in putting this book out is to give you the opportunity to be adventuresome, to take intelligent risks and make new mistakes, rather than to repeat old ones made countless times before. While the technology changes, the mistakes do not, and unless someone tells you about them, you are likely to make them yet again. Many projects fail because the right management questions were never asked. We suggest a series of them, to be asked at the appropriate times during a project. Every project should be able to answer them, and support the answer with credible and objective evidence. Our last advice is that you take time to live a balanced life – no one ever died wishing he or she had spent more time in the office. Life's joys are what you will remember. Successful projects are one of life's joys, but only one. Live well and enjoy the ride.

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