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Book Review and Note Taking

System: The 80/20 manager

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The secret of being an 80/20 manager is to realize sky-high aspirations through intelligence and acute observation instead of

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through toil and trouble.
Like angels, we can soar and lift humanity while scarcely flapping our wings. But unless we care deeply about specific results, and unless our ambition is boundless, we will never even take off.

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Koch was chosen by Soundview

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Executive Book Summaries as
one of the Top 30 Business
Books of 2014. THE SOUNDVIEW
REVIEW: As far as obvious
statements go, Richard Koch
penned one of the best in
any business book when he
wrote, "Work is

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overwhelming.” Fortunately, he sets the hook he baited for readers by following his statement with the news that work doesn't have to be so taxing.

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•••
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The 80/20 Manager Secret
Building on his The 80/20
Principle (1997), Koch
presents 10 ways to be an
80/20 manager, including how
to be a superconnecting

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manager, a liberating
manager, a time-rich
manager, or a simplifying
manager like Alan Mulally of
Ford. These simple,
practical techniques can be
tried

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In his bestselling book The
80/20 Principle , Richard
Koch showed readers how to
put the 80/20 Principle --
the idea that 80 percent of

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results come from just 20
percent of effort -- into
practice...

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As an example of using 80/20

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analysis, Koch writes that about 20% of the books he has written gives him 80% of the revenue. As the best-selling book by far is his "80/20 Principle", it was perhaps only to be expected that he was ready to publish

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his fourth book on the 80/20 principle, now called "The 80/20 Manager".

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to become a great leader ...~~

A true 80/20 manager,
according to Koch, is

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relaxed, happy, and full of energy, and works reasonable hours. In fact, claims Koch, if more managers adhered to the 80/20 principle, the result would...

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In his bestselling book The 80/20 Principle , Richard Koch showed readers how to put the 80/20 Principle -- the idea that 80 percent of results come from just 20

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percent of effort — into
practice in their personal
lives. Now in The 80/20

Manager, he demonstrates how
to apply the principle to
management. An 80/20 manager
learns to focus only on the
issues that really matter,

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Achieving exceptional More
results, and feeling
Richard Koch
successful everyday while
working less hard in fewer
hours.

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Building on his The 80/20
Principle (1997), Koch
presents 10 ways to be an
80/20 manager, including how
to be a superconnecting
manager, a liberating
manager, a time-rich

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manager, or a simplifying
manager like Alan Mulally of
Ford. These simple,
practical techniques can be
tried individually or
together, although some may
not work for everyone.

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the 80/20 Principle--the
idea that 80 percent of
results come from just 20
percent of effort--to

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achieve exceptional results
at work without stress or
long hours.

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In The 80/20 Manager: The

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Secret to Working Less and
Achieving More, Koch takes
Vilfredo Pareto's principle
that a small number of
events create the majority
of effects and applies it to
the world of productivity.
Koch's book is now available

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Koch showed readers how to

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put the 80/20 Principle – the idea that 80 percent of results come from just 20 percent of effort – into practice in their personal lives. Now in *The 80/20 Manager*, he demonstrates how to apply the principle to

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management. An 80/20 manager learns to focus only on the issues that really matter, achieving exceptional results, and feeling successful everyday while working less hard in fewer hours.

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The 80/20 Manager is highly recommended for the young generation of upcoming managers and chief executive

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officers." Management 360
"Koch (The Star Principle:
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2010, etc.) discusses how to
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A new way to look at management -- and at life -- to enjoy work and build a successful and fulfilling career. Bestselling author Richard Koch shows managers how to apply the 80/20 Principle to achieve

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exceptional results at work
— without stress or long
hours.

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