

(continued from front flap)

- A unique serving leadership model based on the great conquest leaders Sir Ernest Shackleton, Sir Edmund Hillary, and Sir Winston Churchill
- A companion website featuring an abundance of pragmatic and helpful tools and webcasts

An indispensable tool for all business professionals, *The Leading-Edge Manager's Guide to Success* provides a practical, how-to guide to help you define, develop, create, and maintain leadership excellence.



Photo: Jennifer Gilchrist

DAVID PARMENTER is an international presenter who is known for his thought-provoking and lively sessions that have led to substantial change in many organizations. He is a leading expert in the development of winning KPIs, replacing the annual planning process with quarterly rolling planning, and management practices that will get you to the top. David has delivered workshops to thousands of attendees in many cities around the world including Sydney, Melbourne, Kuala Lumpur, Singapore, Tehran, Johannesburg, Rome, Dublin, London, Manchester, Edinburgh, and Prague. David has worked for Ernst & Young, BP Oil, Arthur Andersen, and PricewaterhouseCoopers, and is a Fellow of the Institute of Chartered Accountants in England and Wales. He is a regular writer for professional and business journals. He is also the author of *Key Performance Indicators: Developing, Implementing, and Using Winning KPIs*, *Pareto's 80/20 Rule for Corporate Accountants*, and *Winning CFOs: Implementing and Applying Better Practices* (all from Wiley). David Parmenter can be contacted via parmenter@waymark.co.nz or or +64 4 499 0007. His website, www.davidparmenter.com, contains many white papers, articles, and freeware that will be useful to the reader.

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Moving into a new position of leadership is one of the toughest challenges a businessperson can face. Yet, many drift into it without adequate preparation, hoping a great career will just happen. In *The Leading-Edge Manager's Guide to Success*, performance management thought leader David Parmenter presents proven solutions and cutting-edge techniques for you to use in your journey toward becoming an extraordinary manager and leader. This practical guide will help you manage your leadership transition so you can take charge, build your team, and deliver results.

Praise for The LEADING-EDGE MANAGER'S GUIDE to SUCCESS

"Many people are jumping on the leadership bandwagon lately with no idea of what effective management and authentic leadership look and sound like or how to develop leadership talent in themselves and others. In refreshing contrast, David Parmenter spells and sounds it all out in this useful guide. Strike up the band!"

—Ken Shelton, Editor/Publisher, *Leadership Excellence*,
www.LeaderExcel.com

"To thrive rather than survive a manager needs inspiration, guidance, and practical tools. *The Leading-Edge Manager's Guide to Success* is the North Star and built-in Navman that both first-time, and not-so-new, leaders have been looking for."

—Harry Mills, Managing Director, Mills Group; author of *Artful Persuasion*
and *The Rainmaker's Toolkit*

"I recognized David Parmenter's potential as an insightful and genuinely practical management and leadership writer almost twenty years ago. And now, so many successful books, columns, and articles later, he has written *The Leading-Edge Manager's Guide to Success*. I will not be in the least surprised if this book sells more than any of his others and earns global recognition as the definitive management and leadership text."

—Reg Birchfield, publisher, editor and writer



with WEBSITE



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PARMENTER

The LEADING-EDGE MANAGER'S GUIDE to SUCCESS

Strategies and
Better Practices

The LEADING-EDGE MANAGER'S GUIDE to SUCCESS



Strategies and Better Practices

with WEBSITE

DAVID PARMENTER

Author of *Key Performance Indicators*

\$49.95 USA/\$59.95 CAN

The LEADING-EDGE MANAGER'S GUIDE to SUCCESS

Strategies and Better Practices

This book takes a holistic view as to what skills and knowledge are required to be a leader who makes a difference. It recognizes that in order to summit the management mountain, we need to understand the personal traits that can limit our potential. After guiding the reader through the pathway of self-development, the book takes managers through management better practices providing many implementation tools. It is based on those practices you need to master as you climb the management mountain, culminating in what makes a CEO special.

The Leading-Edge Manager's Guide to Success includes the observations and wisdom from David Parmenter, who, through his workshops, articles, and books, has emerged as a thought leader on better management practices and performance measurement. Written in an easy-to-absorb style and entertaining manner, this is a pragmatic guide for managers and leaders no matter where they are in climbing the management mountain. This book also has sections that are addressed to CEOs and senior managers. In other words, this book contains material to interest all, including:

- Practical, commonsense guidance with the A-to-Z on how to be an effective leader
- Hundreds of better practices that will make a difference
- A detailed section on personal development, giving directional guidance on what you need to know about yourself in order to be able to manage and lead others
- Issues as diverse as treasure mapping, personal baggage, self-recognition, and selling by emotional drivers in a management context
- The latest thinking on KPIs, quarterly rolling planning, decision-based reporting, and performance-related pay

(continued on back flap)

