

DON'T FIRE THEM, FIRE THEM UP

**A MAVERICK'S
GUIDE TO
MOTIVATING
YOURSELF
AND YOUR TEAM**

**BY THE MAN WHO
TURNED AROUND
SALES TEAMS
AT XEROX**

FRANK PACETTA

WITH ROGER GITTINES



Dont Fire Them Fire Them Up Motivate Yourself And Your Team

Rajiv Dwivedi



Dont Fire Them Fire Them Up Motivate Yourself And Your Team:

Don't Fire Them, Fire Them Up Frank Pacetta, Roger Gittines, 1995-03 Responsibility to become winners The Psychology of Leadership David M. Messick, Roderick M. Kramer, 2004-09-22 In this book some of the world's leading scholars come together to describe their thinking and research on the topic of the psychology of leadership. Most of the chapters were originally presented as papers at a research conference held in 2001 at the Kellogg School of Management of Northwestern University. The contributions span traditional social psychological areas as well as organizational theory examining leadership as a psychological process and as afforded by organizational constraints and opportunities. The editors' goal was not to focus the chapters on a single approach to the study and conceptualization of leadership but rather to display the diversity of issues that surround the topic. Leadership scholars have identified a host of approaches to the study of leadership. What are the personal characteristics of leaders? What is the nature of the relation between leaders and followers? Why do we perceive some people to be better leaders than others? What are the circumstances that evoke leadership qualities in people? Can leadership be taught? And so on. The contributions to this book examine these important questions and fall into three categories: conceptions of leadership; factors that influence the effectiveness of leadership; and the consequences and effects of leadership on the leader. All in all, the chapters of this volume display part of a broad spectrum of novel and important approaches to the study of the psychology of leadership. We hope that they are equally useful to those who are or would be leaders and to those who study the topic. As recent events have served to remind us, it is too important a topic to be ignored by psychologists.

Rethinking Sales Management Beth Rogers, 2011-02-15 Until recently sales managers received no specific training for their jobs. However, selling has become more complex with the emergence of regulations and more sophisticated customers. Sales managers need to inspire and achieve sales results by managing teams of professionals and other resources. To do so, they need guidance on dealing with issues that arise in these broader aspects of their role. This concise guide for sales managers is based on a well-known sales management technique called the customer portfolio matrix. Beth Rogers weaves her version of this throughout, enabling sales managers to see their strategy from the customer's point of view. Doing so will allow them to set realistic objectives, design new strategies that add real customer value, avoid wasting time on price-oriented customers, and deploy resources for maximum results.

The essential sales management handbook Gerhard Gschwandtner, 2007 **Whitaker's Books in Print**, 1998 **What Counts** Franklin Covey Company, Franklin Covey Company Staff, 2000-03 The Unofficial Guide to Hiring and Firing People Alan S. Horowitz, 1999-01-11 Finding and hiring a new employee or firing one who's not performing well are often difficult and time-consuming tasks that many business owners and managers simply don't like to do. If you're a manager, you want to know how to hire and when necessary fire employees as quickly and effectively as possible. You want the inside scoop. **The Publishers Weekly**, 1994 **Successful Manager's Handbook** Brian Lee Davis, 1996 Focuses on what it takes to be a

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