

Multiunit Leadership: The 7 Stages Of Building High-performing Partnerships And Teams - Jim Md Sullivan

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Multi-Unit Leadership is the best-selling book used in over 170,000 businesses worldwide. Managing multiple units requires significantly different skills than managing just one. This book details those skills in seven distinct stages and shares the best practices from successful multiunit leaders worldwide. Perfect for regional managers and franchisees who need to know the difference between hands-on management and indirect influence. Written in a detailed and fun format perfect for today's Digital Age leaders, Multiunit Leadership examines the unique role and requirements of managers who are responsible for two to forty units. Our research with over 500 successful Multi-Unit Leaders (MULs) reveals the best practices and unique expertise that differentiates high-performing multiunit leaders from average ones. Chockablock-full of specific examples, expert opinion and case-study scenarios, the seven leadership stages outlined in the book include: Brand Ambassador, Servant Leadership, Marketing Guru, Head Coach, Talent Scout, Synergist and Goal-Getter. You'll learn how to better manage time and projects, how to develop stronger teams, how to get maximum impact from your store visits, and how to consistently build sales by working smarter, not harder. Readers can assess their own strengths and challenges compared to the industry's best MULs at the end of each chapter and compile their own best practices relative to people, performance, and productivity. Companies using the book include McDonalds, American Express, Coca-Cola, Starbucks, Target, Jiffy Lube, Supercuts, Applebees, and Sams Club. Author: Sullivan, Jim MD Publisher: SullivisionPress Illustration: N Language: ENG Title: Multiunit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams Pages: 00304 (Encrypted EPUB) / 00304 (Encrypted PDF) On Sale: 2013-02-21 SKU-13/ISBN: 9780971584990 Category: Business & Economics : Leadership

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