



The 80/20 Individual: The Nine Essentials of 80/20 Success at Work

By Richard Koch

Bolinda Audio, 2015. CD-Audio. Condition: New. Unabridged. Language: English . Brand New. In this inspiring sequel to his classic bestseller *The 80/20 Principle*, Koch shows how to maximize success in your career and life by using the proven principle that 80 percent of changes in the world result from the most powerful 20 percent of actions and ideas. He ll show how to use your own powerful 20 percent spike --your most creative ideas and unique skills--to measure the amount of value you bring to your employer, clients, or customers. For most people, there is a huge disparity between their intrinsic value and the compensation they receive for their efforts. *The 80/20 Individual* shows how to narrow that gap. Koch writes with inspirational verve and assurance drawing on personal experience of building businesses. A useful motivational tool for appraising and leveraging talent in the organisation, his book yields some valuable lessons that any business can apply and will be of particular interest to the would-be entrepreneur. --Choice of the Month, Director magazine.

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