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COMMON SENSE MANAGEMENT

Quick Wisdom for
Good Managers

ROGER FULTON

In today's economy, innovative managers survive. Those who succeed learn to do more with less: less resources, less money, and less of their greatest asset—people. Now more than ever, supervisors and managers must step into that leadership role and motivate their workforce to be the best they can be.

“True leaders create commitment and are absolutely essential in times of chaos, crisis, or change,” says veteran management consultant Roger Fulton. “When things are running routinely, a manager can maintain the status quo. But when there is a crisis someone has to take charge, and go beyond the technical aspects of business to inspire a shared vision of success.”

Luckily, leadership qualities can be learned. Whether one is in charge of 4 or 400 people, the basic skills needed to succeed (and the pitfalls to avoid) are the same. In ***Common Sense Management***, Fulton distills the wisdom of two previous books into a streamlined volume of practical guidance for *any* management level person, in *any* industry. Combining advice on both the technical skills of becoming a manager, with the people skills necessary to get the most from employees, it offers dozens of ideas, proven concepts, and solutions in a straightforward, concise, and common sense form so they can be applied fast and effectively for top performance. With sections on winning respect, inspiring confidence, increasing morale, and preventing and handling problems (including 25 common mistakes new managers make), ***Common Sense Management*** delivers sound guidance and solid tips so newly promoted and upwardly mobile managers can lead with confidence and great success, even in turbulent times.

ROGER FULTON brings more than twenty-five years of practical management and leadership experience in both the public and private sectors to his writings on business. He has operated his own management consulting firm since 1990. He lives in Glens Falls, New York, and is available for interviews.

Visit www.RogerFulton.com for more information.

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Quick Wisdom for Good Managers***

by Roger Fulton

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