



Summary: Hundred Percenters - Mark Murphy: Challenge Your Employees To Give It Their All and They'll Give You Even More

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Complete summary of Mark Murphy's book: "Hundred Percenters: Challenge Your Employees To Give It Their All and They'll Give You Even More".

This summary of the ideas from Mark Murphy's book "Hundred Percenters" shows that in order to motivate your employees to be 100% workers, you need to be a 100% leader. In this summary you will find an analysis of the style and decisions of 125,000 managers, and discover that the two most important differentiating factors in separating exceptional from average leaders are Challenge and Connection. Connection is the strength of the emotional connection a leader builds with his or her people. Challenge is the extent to which a leader pushes his or her folks." This summary highlights that excellent leaders do 5 things exceptionally well: they set goals that inspire; they use feedback to generate accountability; they give positive reinforcement; they try not to impede employees, and they learn how to deal with Talented Terrors. It also shows how to implement these measures. He explains how to give feedback and criticism so that it won't be viewed defensively and how important positive reinforcement is to morale. Make an effort to learn what motivates your employees, and what they feel impedes them from doing their job.

Added-value of this summary:

- Save time
- Understand the key concepts
- Increase your business knowledge

To learn more, read "Hundred Percenters" and you will find a valuable, applicable manual for establishing good relationships and excellent productivity.

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