

PROFIT BUILDING



CUTTING COSTS
WITHOUT
CUTTING PEOPLE

PERRY J. LUDY

Profit Building Cutting Costs Without Cutting People

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Profit Building Cutting Costs Without Cutting People:

Profit Building Perry Ludy, 2010-08 Improving Profit is the number one objective of business leaders yet most do not truly understand how to move beyond the basics when it comes to cost reduction for profit improvement Typically a company's response to reducing cost is to reduce the workforce People are laid off in large numbers and dollars are saved or so it seems This is a mistake a short term solution Profit Building provides a better approach one that focuses on profit improvement as a stand alone process demonstrating how an organization can achieve its goals to improve profitability and reduce cost through a proven method based on team innovation management Perry J Ludy offers a hands on guide that shows managers how to move profit and loss financial reviews beyond the basics to creative solutions and genuine action plans Using the authors five step Profit Building Process PBP Profit Building shows how to organize teams with the specific purpose of improving profit while providing an opportunity for employees to participate in developing cost reduction strategies so that profit improvement is perpetual A system of step by step activities designed to produce immediate and continuous results the PBP shows managers how to apply concepts from prior learning such as teams innovation management and performance improvement planning to create tailor made strategies for any organization And it introduces Questions Brainstorming a new twist to traditional brainstorming that fosters avid group participation resulting in better solutions In order to achieve success beyond today business leaders must leverage all resources available within the organization to improve profit reduce cost and create a better place to work Profit Building is an executive handbook and a quick desk reference for managers that shows how to do just that

The Success Case Method Robert O. Brinkerhoff, 2010-06-21 Each year organizations spend millions of dollars trying out new innovations and improvements and millions will be wasted if they can't quickly find out what's working and what is not The Success Case Method offers a breakthrough evaluation technique that is easier faster and cheaper than competing approaches and produces compelling evidence decision makers can actually use Because it seeks out the best stories of how real individuals have actually used innovations The Success Case Method can ferret out success no matter how small or infrequent It can salvage the few gems of success from a larger initiative that is not doing well or find out how to make a partially successful effort even more successful The practical methods and tools in this book can help those who initiate and foster change including leaders executives managers consultants training directors and anyone else who is trying to make things work better in organizations get the greatest returns for their investments

Responsible Restructuring Wayne F Cascio, 2002-09-09 Firms that restructure through downsizing are not more profitable than those that don't and often end up hurting themselves in the long run Responsible Restructuring draws on the results of an eighteen year study of S P 500 firms to prove that it makes good business sense to restructure responsibly to avoid downsizing and instead regard employees as assets to be developed rather than costs to be cut Wayne Cascio explodes thirteen common myths about downsizing detailing its negative impact on profitability productivity quality and on the morale

commitment and even health of survivors He uses real life examples to illustrate successful approaches to responsible restructuring used by companies such as Charles Schwab Compaq Cisco Motorola Reflexite and Southwest Airlines And he offers specific step by step advice on what to do and what not to do when developing and implementing a restructuring strategy that unlike layoffs leaves the organization stronger and better able to face the challenges ahead *Profit Building* Perry J. Ludy, 2000-10-02 According to a consultant who specializes in helping organizations develop creative approaches to building profit and managing innovation achieving these goals is getting even tougher in the hi tech global economy Ludy outlines the steps of his team innovation management strategy including a new twist on brainstorming Appends profit building process forms Annotation copyrighted by Book News Inc Portland OR *Attracting Perfect Customers* Stacey Hall, Jan Brogniez, 2001-10-15 A step by step approach to increasing your happiness as well as your profitability and success in business A very provocative concept Gerry Myers author of Targeting the New Professional Woman Most businesses spend far too much of their time and energy struggling to get new customers or hang on to existing ones even customers who are ultimately more trouble than they're worth *Attracting Perfect Customers* invites readers to move beyond the notions that business is war and winning market share means beating the other guy The authors outline a simple strategic process for making businesses so highly attractive that perfect customers and clients are naturally drawn right to them Sound too good to be true Hall and Brogniez have successfully shown clients how to do it for years and now they share their secrets They prove that war like marketing techniques seem antiquated and labor intensive when compared to the Strategic Attraction Planning process which requires just five minutes each day and enables any business to easily attract customers that are a perfect fit for their organization the kind of customers it is a pleasure to serve The authors reveal the six success standards of strategic synchronicity and share simple fun and easy to follow exercises that can be applied to any organization They walk you through the process of creating your own personalized Strategic Attraction Plan and provide 21 supportive tips for making any company more attractive to its perfect customers *Attracting Perfect Customers* will take you to a place where there is an abundance of perfect customers and clients with whom you can build strong satisfying profitable and lasting relationships *Frugal Living Blueprint: Cut Expenses, Save Money, and Prosper* Claire Edwards, 2025-10-13 Do you feel like your money disappears before the month ends Are you tired of living paycheck to paycheck and want to take control of your finances *Frugal Living Blueprint* is your step by step guide to cutting expenses saving money and building long term wealth without sacrificing your lifestyle This book is perfect for anyone who wants to live smarter spend less and prosper whether you're just starting your financial journey or looking for practical strategies to grow your savings What You'll Learn Practical expense cutting strategies Learn how to reduce everyday costs without feeling deprived Smart saving techniques Discover how to maximize your savings and grow your financial safety net Budgeting made simple Create a realistic plan that helps you live within your means while achieving goals Frugal lifestyle tips Enjoy life while spending less from groceries to

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negotiate and respond to the challenges ahead These topics include managing public sector human resources during an economic downturn enhancing the satisfaction and motivation of public sector employees attracting and retaining talent leadership development and case studies in successful public sector organizational change With each chapter drawing on the latest research but also emphasizing the practical implications this collection is suitable for practitioners researchers and students alike It will also be valuable for HR specialists and managers of HR units in the public sector

Master Financial Discipline as a CEO: The Wealth Habits That Build Empires Simon Schroth, 2025-04-05 As a CEO or entrepreneur how you manage your money can make or break your business Master Financial Discipline as a CEO teaches you the wealth building habits and financial discipline necessary to build and maintain a thriving business empire This book goes beyond budgeting and accounting it helps you develop the mindset and strategies to manage money like a true leader You ll learn how to make smart investment decisions allocate resources efficiently and protect your cash flow to ensure the longevity of your business The book also dives into financial forecasting setting long term goals and scaling your wealth through smart financial planning You ll discover how to avoid common financial pitfalls that often lead to burnout and failure and how to make decisions that fuel your business growth Whether you re running a small startup or leading a large enterprise Master Financial Discipline as a CEO provides the financial strategies that help you build wealth scale your business and create long term success

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