



# Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage

By Scott Keller, Colin Price

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**Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage** By Scott Keller, Colin Price

**The secret of achieving and sustaining organizational excellence revealed**

In an ever-changing world where only a third of excellent organizations stay that way over the long term, and where even fewer are able to implement successful change programs, leaders are in need of big ideas and new tools to thrive. In *Beyond Performance*, McKinsey & Company's Scott Keller and Colin Price give you everything you need to build an organization that can execute in the short run *and* has the vitality to prosper over the long term.

Drawing on the most exhaustive research effort of its kind on organizational effectiveness and change management, Keller and Price put hard science behind their big idea: that the health of an organization is equally as important as its performance. In the book's foreword, management guru Gary Hamel refers to this notion as "a new manifesto for thinking about organizations."

- The authors illustrate why copying management best practices from other companies is more dangerous than helpful
- Clearly explains how to determine the mutually reinforcing combination of management practices that best fits your organization's context
- Provides practical tools to achieve superior levels of performance and health through a staged change process: aspire, assess, architect, act, and advance. Among these are new techniques for dealing with those aspects of human behavior that are seemingly irrational (and therefore confound even the smartest leaders), yet entirely predictable

Ultimately, building a healthy organization is an intangible asset that competitors copy at their peril and that enables you to skillfully adapt to and shape your environment faster than others—giving you the ultimate competitive advantage.



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**Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage** By Scott Keller, Colin Price **Bibliography**

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### Editorial Review

#### Review

a robust tool of measurement...thorough and clear CPO Agenda

#### Review

"*Beyond Performance* is a gem – it is evidence-based, emotionally compelling, and relentlessly useful. If you want to create a team or organization that enjoys sustained financial performance—and where people love to work—this delightful book is for you."

—**Robert Sutton**, Stanford Professor and author of *Good Boss, Bad Boss*

#### From the Inside Flap

The greatest invention of all time isn't the wheel, it's organization. By working together effectively, people can achieve feats far beyond anything they could accomplish individually. At a time of unprecedented economic, political, and social change, organizations need more than ever to operate at peak levels of performance. In order to do so, they need leaders who understand both how to achieve organizational excellence and how to sustain it.

Evidence shows that only a third of organizations that achieve excellence are able to maintain it over decades. Even fewer manage to implement successful transformation programs. These statistics have devastating implications. In business, most of today's companies will falter within twenty years. In government, the majority of reform programs will fail. So will most efforts to create broader social change.

This book is written for those who intend to beat these odds. Based on one of the most extensive research efforts ever undertaken in the field of management, *Beyond Performance* shows how leaders can deliver performance today while also ensuring that their organizations stay fit for the future.

### Users Review

#### From reader reviews:

##### Willie Coffey:

Spent a free time for you to be fun activity to try and do! A lot of people spent their free time with their family, or their friends. Usually they accomplishing activity like watching television, planning to beach, or picnic in the park. They actually doing same task every week. Do you feel it? Do you want to something different to fill your personal free time/ holiday? Might be reading a book is usually option to fill your no cost time/ holiday. The first thing that you will ask may be what kinds of guide that you should read. If you want to consider look for book, may be the book untitled *Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage* can be very good book to read. May be it could be best activity to you.

**Pamela Acuna:**

The actual book Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage has a lot associated with on it. So when you make sure to read this book you can get a lot of benefit. The book was written by the very famous author. The author makes some research before write this book. This specific book very easy to read you will get the point easily after reading this article book.

**Tiffany Hernandez:**

Why? Because this Beyond Performance: How Great Organizations Build Ultimate Competitive Advantage is an unordinary book that the inside of the reserve waiting for you to snap this but latter it will shock you with the secret the idea inside. Reading this book adjacent to it was fantastic author who also write the book in such incredible way makes the content within easier to understand, entertaining method but still convey the meaning fully. So , it is good for you because of not hesitating having this any longer or you going to regret it. This amazing book will give you a lot of positive aspects than the other book get such as help improving your ability and your critical thinking means. So , still want to hold off having that book? If I ended up you I will go to the e-book store hurriedly.

**Santiago Bronson:**

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