

Prove It!

How to create a high-performance culture and measurable success

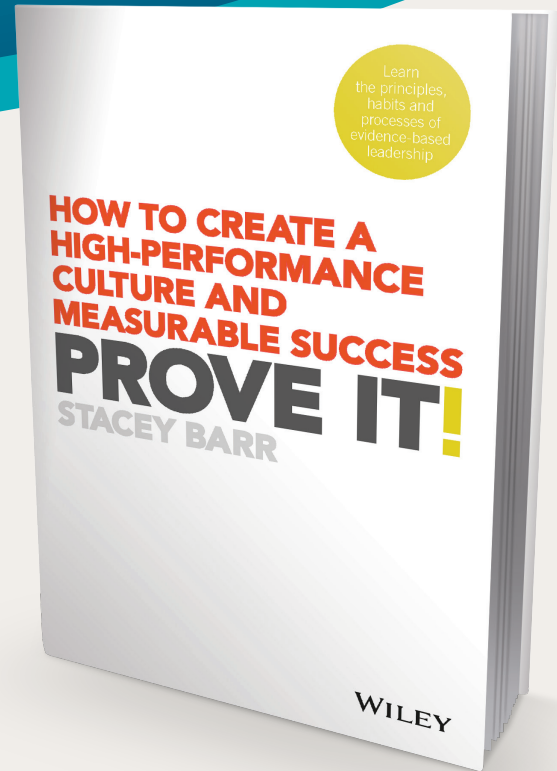
By Stacey Barr

Do you?

- Struggle to measure what really matters?
- Wonder how to engage employees in strategy execution?
- Want the key to unlock a high-performance culture?

The known but unspoken struggle and fear for many executives is transparency and meaningfully measuring an organisation's success.

Prove It! presents an accessible methodology for leaders to follow so they can set a strategic direction that really does inspire people, using objective evidence to guide decision-making and prove the impact they, as leaders, are having on organisational success. It provides a model for evidence-based leadership that is practical and builds on a leader's existing skills and performance management systems to build a truly high-performance organization.



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“Prove It!is a great leadership guide, a must-read!. Stacey - in her second great book - has succeeded in laying out a process-based approach to achieve sustained success through systematic, evidence-based management practice.”

Ahmed Shoukri, Corporate Operational Excellence, Etisalat Misr

Stacey Barr has often challenged us to 'measure what matters'... In this book she challenges leaders to 'make measurement matter.' Stacey not only makes clear why 'no excuses' measurement is essential to organizational success, she provides a practical framework for strengthening shared accountability. Evidence-based leadership bridges the gap between aspiration and achievement, and sustains it over time.

Peter O'Donnell, President, Healthy Futures Group

“Prove It!” should be required reading for any executive interested in creating a quantifiable high-performance culture, especially those executives guilty of having short attention spans and naive expectations that their words alone command actions and results.”

Jack Spain, President, Spain Business Advisors, author of Operations Proficiency Model

Reading *Prove It* will:

- **Prove Your Success, Objectively:** Understand the true performance of your organization with evidence-based leadership.
- **Provides a Methodology:** Provides a process for evidence-based leadership to become a high-performance organization with the 3 leadership habits to inspire others in your organisation to practice the 3 organisational habits of high-performance
- **Addresses One Of The Greatest Obstacles To Organizational Performance:** the executive fear of unfair transparency of and accountability for organisational results.
- **Enables you to master:** Presents execs with a practical recipe for how to practice and master evidence-based leadership, in a way that is digestible and respects their time and energy as busy senior leaders.

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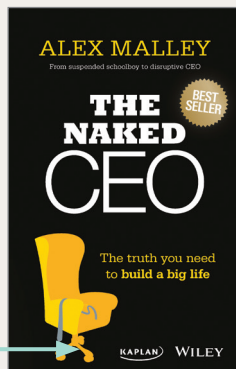
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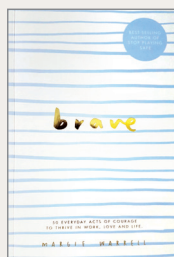
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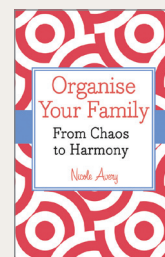
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Other people who have benefitted from working with Stacey Barr:

“ ”

"This book will give you a new perspective on what good performance measurement looks like, and what it can do for your business. After implementing these concepts in our business, we've successfully achieved "buy-in" from our team. Our people now LOVE their performance measures instead of loathing them!"

Scott Maynard, Managing Director,
Excite Media

"Creating a high-performance organization only happens with a systems-approach, and Prove It! outlines the way in clear, concise steps that will bring everyone on board. As much a leadership manifesto as a "how-to" guide, this book is a must-read by any leader set on improving and strengthening their organization."

Jennifer Oxtoby, Senior Research Associate,
Center of Excellence in Systems Engineering,
Indiana University-Purdue University Fort Wayne (IPFW)

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