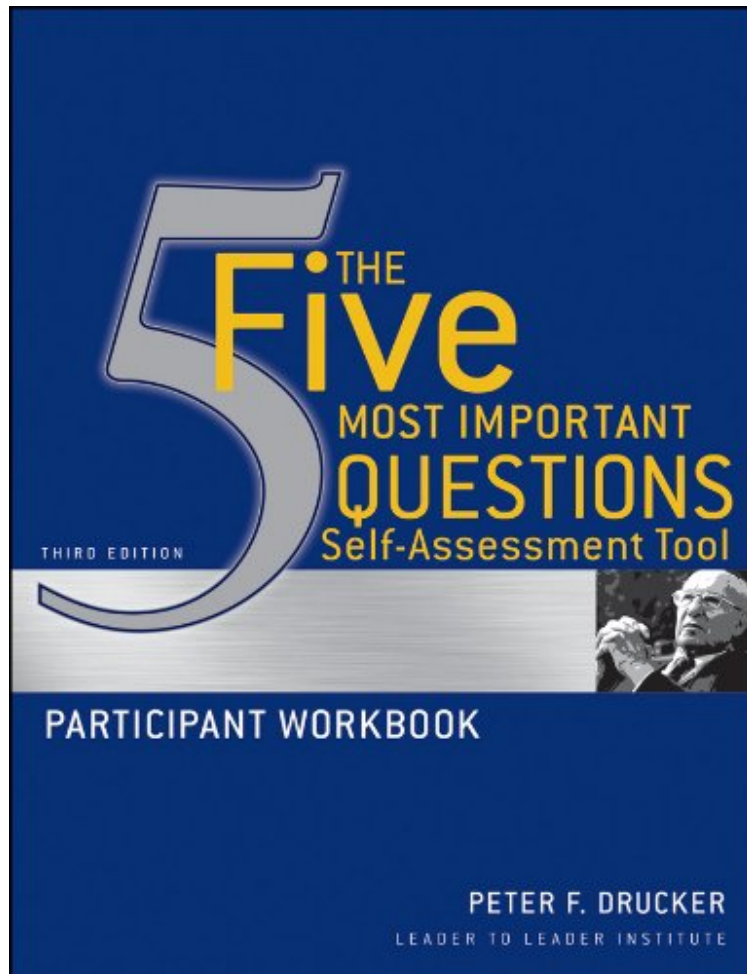


[Free] The Five Most Important Questions Self Assessment Tool: Participant Workbook (J-B Leader to Leader Institute/PF Drucker Foundation)

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*Peter F. Drucker, Leader to Leader Institute (Formerly The Drucker Foundation)
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Peter F. Drucker, Leader to Leader Institute (Formerly The Drucker Foundation) : The Five Most Important Questions Self Assessment Tool: Participant Workbook (J-B Leader to Leader Institute/PF Drucker Foundation) before purchasing it in order to gage whether or not it would be worth my time, and all praised The Five Most Important Questions Self Assessment Tool: Participant Workbook (J-B Leader to Leader Institute/PF Drucker Foundation):

0 of 0 people found the following review helpful. all about questionsBy Shahram KhorsandWell, it is a Drucker book. I recommend to read it twice. I always have to read Drucker books twice. There are number of new (at least to me)

ideas and re-formulation of some ideas that gets you thinking. The best value for me was that I started to think about old ideas I had give up on and at the same time get an overview that Drucker is a master to draw. All in all, a must have. 0 of 0 people found the following review helpful. Not the best copy By Maria There were too many notations from previous user. Item did not live up to my expectation--will have to buy a new copy. 0 of 0 people found the following review helpful. Peter F. Drucker: The Five Most Important Questions.- Workbook - revisited 2015 By Peter de Toma sen. Frances Hesselbein wrote in the Foreword: "If Peter Drucker were here to sit down with your organization, he would ask: What is our mission? Who is our customer? What does the customer value? What are your results? What is our plan?" Since 1993, over 140,000 social sector leaders have purchased the Self-Assessment Tool for their organizations. We hear the Tool is a success. Our customers told us they need more guidance in adapting the Tool to their particular setting, to streamline the Participant Workbook, to underscore the importance of listening to their customers, to clarify and sharpen the planning process, and to provide additional insights from Peter Drucker's philosophy on how to successfully implement a plan. The Tool serves as a university-level teaching tool. And it is part of the reference libraries of executives in all three sectors. It is used by large and small organizations. Peter Drucker passed away on November 11th, 2005, eight days before his 96th birthday. He started to focus on these questions already more than fifty years ago when he published his classic book "The Practice of Management" (1954). In his Chapter 5 "What is a Business?" he explained "The Purpose of a Business If we want to know what a business is we have to start with its purpose. And its purpose must lie outside of the business itself. In fact, it must lie in society since a business enterprise is an organ of society. There is only one valid definition of business purpose: to create a customer." (Pg. 37). On page 38 Peter Drucker wrote: "The first man to see marketing clearly as the unique and central function of the business enterprise, and the creation of a customer as the specific job of management, was Cyrus McCormick. The history books mention only that he invented a mechanical harvester. But he also invented the basic tools of modern marketing: market research and market analysis, the concept of market standing, modern pricing policies, the modern service-salesman, parts and service supply to the customer and installment credit. He is truly the father of business management. And he had done all this by 1850. It was not until fifty years later, however, that he was widely imitated even in his own country." In Chapter 8 "Today's Decisions for Tomorrow's Results" he described the essence of planning while "Making Decisions" is explained in Chapter 28. Very often only the vocabulary is changing and purpose becomes mission, decisions for tomorrow's results becomes planning and while the essence is the same. "Managing for Results" published by Peter Drucker in 1964 was the first book to describe what is now widely called "business strategy" and to identify what are now called an organization's "core competencies" (see "Management" revised edition by Peter Drucker revised and updated by Joseph A. Maciariello, published in 2008 Pg. 539). For further details about Cyrus McCormick I refer to the following books: "Cyrus Hall McCormick and His Life and Work" by Herbert N. Casson in 1909 and "The Century of the Reaper" by Cyrus McCormick, his grandson, published in 1931. The beauty of this small book "The Five Most Important Questions" combined with the "Participant Workbook" and "The Five most important questions Self-Assessment Tool" published in 2010 is its simplicity and ease of use. Whenever a business start-up is initiated or an existing business is reviewed, the start should be "The Five Most Important Questions you will ever ask about your organization." Starting with these key questions and answering them sufficiently before entering into comprehensive strategic planning will save your very valuable time and money. Henry Mintzberg in his excellent book "Rise and Fall of Strategic Planning" published in 1994 wrote the following: "In effect, the strategy making process, whether its strategies are formulated deliberately or just form emergently, must be seen as an impenetrable "black box" for planning as well as for planners, around which, rather than inside of which, they work." Pg. 331. Consulting firms and consultants like to elaborate widely and deeply on analyses outside and around the black box called "Strategy Formation" which is the central task of entrepreneurs and top management. With Drucker's "The Five Most Important Questions" and the "Participant Workbook" you are immediately working within the "black box" on "Strategy Formation" without getting lost in endless studies.

This transformational tool offers leaders a critical resource for better understanding their organizations and themselves, honing their skills to become accomplished long-range planners and strategic thinkers. By working through the Participant Workbook, leaders will gain the insight needed to plan for results, learn from customers and clients, and ascertain how to achieve extraordinary levels of performance. The Participant Workbook draws on Peter F. Drucker's The Five Most Important Questions and is grounded in his management philosophies that address the critical aspects that make organizations viable and valuable entities. When leaders answer these questions thoughtfully and address them with purpose, these questions take one down a path to organizational transformation and enlightenment. By leveraging these essential questions, the Participant Workbook challenges leaders to take a close look at the very heart of their organization and what drives it, giving them a means to assess: how to be and how to

develop quality, character, mind-set, values, and courage. Drucker's The Five Most Important Questions lead to spirited discussions and action, inspiring positive change and renewed focus. Designed for today's busy professionals, this concise, clear, and accessible workbook for social sector, nonprofit, and socially minded business and government leaders can be used as preparation for a workshop, organizational self-assessment, or as a stand-alone leadership development tool for individuals looking to develop themselves and their organizations. Praise for the Participant Workbook Self-Assessment Tool "Time and again Drucker's The Five Most Important Questions have proven to be the most effective way for nonprofit organizations to conduct self-assessment and develop plans that will help them achieve real and lasting results." —Cathey Brown, founder and CEO, Rainbow Days, Inc., and 2001 Frances Hesselbein Community Innovation Fellow "The Five Most Important Questions Self-Assessment Tool is a gift to the social leadership sector from the late management guru, Peter Drucker, and the Leader to Leader Institute. It makes incredible sense, it is easy to use, and lays the foundation for strategic planning." —Irv Katz, president and CEO, National Human Services Assembly "A must-read for social entrepreneurs who are seeking to dramatically grow their organization's impact without losing sight of the heart of their mission." —Iris Y. Chen, president and CEO, "I Have A Dream" Foundation "High-performing organizations and individuals know that self-assessment through Drucker's The Five Most Important Questions is the starting point for defining today and making tomorrow." —Lee H. Igel, assistant professor, New York University, and president, Peter F. Drucker Society of New York City "This nuts-and-bolts guide has become my compass for urging leaders and managers to ask the right questions, to look beyond what they thought they knew, and to focus on being relevant tomorrow rather than resting on yesterday's achievements." —Lieutenant Commander Carla J. Grantham [U.S. Coast Guard, Retired], Congressional Liaison for Diversity Recruitment and Talent Management, U.S. Coast Guard

About the Author Peter F. Drucker is known as the "father of modern management," and is a best-selling author of thirty-two books including the best-seller *The Effective Executive*. He is world-renowned thinker on leadership and management and his work has been featured in every major business periodical. A consultant to senior executives for more than fifty years Drucker passed away in 2005. Since Drucker's death, interest in him, his concepts and his books has only grown. His ideas continue to be as relevant today as they were when he first voiced them. First established as the Peter F. Drucker Foundation, the Leader to Leader Institute's mission is to strengthen the leadership of the social sector. In collaboration with its partners in the private and public sectors, the Institute furthers its mission by providing leaders with the essential leadership wisdom from all sectors and the resources needed to lead for innovation and to build vibrant organizations.