



Get Results

How Better Cooperation Leads to Increased Productivity, Commitment and Profit

Marcel Van der Avert

ISBN	9789020966770
Publisher	Lannoo Publishers
Binding	Hardback
Territory	World excluding Belgium, The Netherlands, France, Switzerland & Scandinavia
Size	215 mm x 135 mm
Pages	170 Pages
Illustrations	7 b&w
Price	£17.50

- This publication highlights new and innovative techniques for managing financial and business related organisations effectively
- Written by a highly respected expert in the field, this book has inspired a number of very successful seminars and is widely respected in the business world

This book sets out in accessible, concise, practical manner the challenges faced by the corporate world and what solutions are available to management. The method described in this book is used by Zenit, a consultancy firm based in Belgium. Established in 1989 by Marcel Van der Avert, Zenit has an impressive list of clients, ranging from small and medium-sized companies to leading multinationals from wide-ranging sectors of trade and industry in Belgium and The Netherlands. Zenit's mission is 'coaching organisations towards better results by enhancing motivation, involvement, creativity and productivity.' This instructive and interesting book creates an overview of the cooperation between managers and their team members and reflects on the successes the strategies have yielded.

Praise for *Get Results*:

"An exciting new genre to the business bookshelves – a business novel and a business workbook. Deep insights about how leaders create a results-oriented culture." – **Richard Barrett**, author, consultant and managing partners of Richard Barrett & associates, USA.

"Marcel Van der Avert sets a guide and successfully coaxes the reader to enter into the essential work of laying good foundations for future business success. I recommend it." – **Mario Pretorius**, CEO, The Masters Group. South Africa

"The world cries out for leaders with vision, inspiration and action. Easy to read, this book provides us with simple and effective methods of getting the results needed in any organization" – **Lars Hasjlund**, President JCI

Marcel Van der Avert studied economic sociology at the University of Antwerp (Belgium). Between 1978 and 1989 he worked as a researcher, executive search consultant, commercial director and company director. In 1989 he founded Zenit NV, a consultancy and training company and has since then has gained over 15 years experience in consultancy and training. Around 1,400 people attend his workshops on management, leadership and communication skills every year.