The New Competitors

A Report on American Managers from D. Quinn Mills of the Harvard Business School

D. QUINN MILLS

TECHNISCHE	HOCHSCHULE	DARMSTADT		
	Fachberoich 1			
Gesamthibliothek				
Betriebswirtschattslehre				
Inventor-Mr.	37.255			
Abstell-Mr.	A 12/136	24		
Sachachiota:				
J	1.2.0.1			
	••••••			

JOHN WILEY & SONS

New York ● Chichester ● Brisbane ● Toronto ● Singapore

Contents

1	The Best Organization You've Belonged To	1
2	The New Competition	19
3	Escaping Business's Bermuda Triangle	43
4	Employment Security: Think of the Opportunity	63
5	Nurturing Stars	81
6	Motivating Through Compensation	109
7	Pay for Performance and Personalized Pay	131
8	Evading the Business Maturity Trap	145
9	Holding Key People and Protecting Yourself	
	If They Leave	161
10	Avoiding Deadwood	1 <i>7</i> 1
11	Letting the Work Force Do More	18 <i>7</i>
12	Identifying True Purpose: Unions and Management	225
13	Unions and Competitiveness Thinking	243
14	Teaching a Work Ethic	271
15	Adding Value	303
16	To Decide or Not to Decide	321
17	What the Boss Should Do	337
18	It All Pays Off in the Competitive Marketplace	361
	Index	381