



Making Your Future: in Business and in Other Parts of Life

Willem Top

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This book is the successor of the one that I published in 2013 with the title “Building a Management System that Works – Guide to Management Success”. Both books include the essence for success which is the 17-step process to build a plan or management system that works. This process includes the steps to take to involve the organization in a top-down and bottom-up approach allowing emotional ownership where that is necessary and needed to obtain desired behavior leading to success. “Making Your Future – In Business and in Other Parts of Life” follows a somewhat different lay-out and is extended in several areas including an attempt to bridge between business and private life. This 2015 book also refers to the leadership role that is the basis of success and which forms the foundation of the Platform Improvement Model on which the 17-step process is based. (Democratic) leadership requires a plan to involve “all” in the organization. To make your future, in business or otherwise, you need a plan and carry it out. And you need the knowledge and other resources to do what needs to be done. This book contains the concepts and tools and the 17-step process as the pathway to build your plan or “management system”. This process should help you reaching your objectives and add to the success and sustained profitability of your company or that of your client. This book does not offer a cook book, “tick off”, recipe approach to organizational improvement; it cannot be. But this book may help you to develop your own plan to make the future different from the present. While the focus of this book is on business organizations, the principles also apply to other parts of life where you want to move away from where you are now. While using and adapting the 17-step process when helping clients to improve, the consultant – internal or external - will be able to create his own approach based on the successes of his clients. How much better can the basis of your marketing efforts be?

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