



The 8020 Principle: The Secret to Success by Achieving More with Less

By Richard Koch

Broadway Business. Paperback. Condition: New. 288 pages. Dimensions: 8.1in. x 5.3in. x 1.0in. How anyone can be more effective with less effort by learning how to identify and leverage the 8020 principle--the well-known, unpublicized secret that 80 percent of all our results in business and in life stem from a mere 20 percent of our efforts. The 8020 principle is one of the great secrets of highly effective people and organizations. Did you know, for example, that 20 percent of customers account for 80 percent of revenues That 20 percent of our time accounts for 80 percent of the work we accomplish The 8020 Principle shows how we can achieve much more with much less effort, time, and resources, simply by identifying and focusing our efforts on the 20 percent that really counts. Although the 8020 principle has long influenced today's business world, author Richard Koch reveals how the principle works and shows how we can use it in a systematic and practical way to vastly increase our effectiveness, and improve our careers and our companies. The unspoken corollary to the 8020 principle is that little of what we spend our time on actually counts. But by concentrating on those things...



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