



Case Studies in Performance Management: A Guide from the Experts (Wiley and SAS Business Series)

Tony C. Adkins

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Praise for Case Studies in Performance Management

"With this book, Tony Adkins has made an important contribution to the body of knowledge of managerial accounting."

--From the Foreword by Gary Cokins, lead strategist, Business Performance Management Solutions group with SAS Institute and internationally recognized expert in advanced cost management and performance improvement systems

"If you want to achieve direction, traction, and speed in business, Case Studies in Performance Management: A Guide from the Experts is a must-read . . . jam-packed with golden nuggets you can put to work immediately."

--Jason Jennings, bestselling author of Think Big, Act Small, Less Is More and It's Not the Big That Eat the Small . . . It's the Fast That Eat the Slow

"Tony has the insight found only from actual implementations of ABC/PM. Using this as lens, he has brought the collective experience of experts into focus."

--Mohan Nair, author of Essentials of Balanced Scorecard and Activity-Based Information Systems

"Tony Adkins has lived the life of a true ABC/PM road warrior. His collection of case studies reaches beyond the theory to capture the harsh reality of what it takes to successfully implement performance management. A must-read for anyone wise enough to learn from those who have gone before."

--Chris M. Pieper, CEO, FormRouter, Inc. (former founder and CEO of ABC Technologies)

"Everyone who reads this book will gain a solid appreciation of the substance and value of performance management in varied industry settings and applications."

--Dr. Peter B. B. Turney, President and Chief Executive Officer of Cost Technology, Inc. and author of Common Cents

If you're looking for a way to dramatically improve your company's performance and get back its competitive edge, Case Studies in Performance Management: A Guide from the Experts will show you how other businesses, driven to remain competitive by changes in their industries, learned to work smarter using ABC/PM in today's tough business environment.

Noteworthy commentary from experts in the field including Ashok Vadgama and Alan Stratton helps you understand ABC/PM and how to execute its sound strategies in your own business.

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