The Little Book of Results: A Quick Guide to Achieving Big Goals

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Contacts:
For a review copy, more information, article requests or an interview with the author, please contact: Katy Smith, Publicity Manager, Wiley (Monday-Wednesday) T: +44 (0) 1243 770215 E: katysmith@wiley.com

“This book is going to wake up your innate ability to create results.”

-Sháá Wasmund MBE, author of the Sunday Times No. 1 bestseller Stop Talking, Start Doing

By Jamie Smart

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FOCUS. SIMPLIFY. ACHIEVE.

In The Little Book of Results: A Quick Guide to Achieving Big Results, author Jamie Smart shows readers how to unleash their potential and achieve the things that matter in every aspect of their life.

The book sets out to answer five essential questions:

1. What are the key factors that influence your ability to create the results you desire, and how can you develop those factors?
2. What are the obstacles that may have been holding you or your organisation back from getting the results you want, and how can you avoid, eliminate or overcome those obstacles?
3. How can you increase your impact on other people, engaging them in your enterprises and/or empowering them to create the results they desire?
4. How can you leverage your true nature as a results-creator and a leader to get greater control of your livelihood?
5. How can you do all of this in a way that’s healthy, natural, authentic and enjoyable?

Split into three parts – ‘Grounding: Your Personal Transformation’; ‘Impact: Your Interpersonal Transformation’; and ‘Leverage: Your Commercial Transformation’ - Smart guides readers through the process of fully embracing their true nature as a results-creator.

Explaining how to mitigate risks and make the most of opportunities, while enjoying life to the full, each chapter ends with a concise summary of ‘bottom line results’ - how the areas covered apply in the business/commercial context; a ‘practicality check’ to help readers connect what they have learnt from the chapter to the results they want to create; an ‘experiment’ to help embed learnings and generate new insights; and a weblink readers can use to share insights, connect with others and access additional learning materials.

Using transformational coaching techniques, examples, exercises and metaphors, The Little Book of Results talks the reader through the key changes they need to achieve the results they are after and inspire others to do the same.

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The Little Book of Results by Jamie Smart will be available wherever books and ebooks are sold, priced £9.99.

About the author:

Jamie Smart is a Sunday Times bestselling author, speaker, and executive coach. He’s passionate about showing individuals and organisations the unexpected keys to clarity; the ultimate leverage point for creating profound and lasting transformation.

Jamie’s 19 years of consulting experience has seen him working with leaders in organisations such as Dun & Bradstreet, The Guardian and Thomson Reuters (formerly the Thomson Corporation). He has appeared on Sky TV and on the BBC, as well as in numerous publications including The Times, The FT and The Daily Telegraph.

www.JamieSmart.com/results

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