Beyond The Call: Why Some of Your Team Go the Extra Mile and Others Don't Show
Marc Woods

DESCRIPTION

Why some team members go the extra mile while others don't--and how to get more out of everyone

Business leaders know that some members of their teams go above and beyond while others get by doing the bare minimum. The question on everyone's lips is how to turn every member of your organization into a top performer. Beyond the Call uses case studies, the real-world stories of real managers, and groundbreaking research from NYU's Stern School of Business, to answer important questions about performance and offer real solutions for building high-performing organizations and teams. This book will show you how to coax every member of you team to do more, leaving behind mediocrity for excellence.

‘Beyond the Call addresses a topic that goes to the very heart of what makes organisations successful in the 21st Century...this book provides a useful framework to help managers understand more about the discretionary effort. Beyond the Call outlined discretionary effort principles that all managers should benefit from adopting’

Jonathan Emms, Head of Primary Care, Country Lead, Pfizer UK
Marc Woods was a member of the British swimming team for 17 years winning 33 international medals. His left leg was amputated below the knee when he was 17 and he has gone on to these extraordinary achievements despite this. He was a founding member of the British Athletes Council and serves on the Board of the Youth Sport Trust. He now runs works extensively with individuals, teams and global businesses, encouraging them to develop best practice within their given areas of interest. Approximately 25,000 people each year watch him deliver his inspirational presentations. His current client list includes Barclays, BMW, BP, Ceridian, Department for Criminal Justice, Department for Work & Pensions, Ernst & Young, Exxon Mobil, Goldman Sachs, GSK, Home Office, IBM, Johnson & Johnson, Lloyds TSB, Novartis, National Probation Services, Natwest, Pfizer, Royal Mail, RBS, Sage, SAB Millar, Univar, UnumProvident, Visa and Zurich.

Marc also runs SladenWoods a development consultancy running programmes to bring about improvements in performance, developing inspirational leaders, building high performing teams and accelerating organisational change.

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