



#Workout: Games, Tools & Practices to Engage People, Improve Work, and Delight Clients

By Jurgen Appelo

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This is definitively the most colourful book on management I have ever seen. Karl Leu, *Switzerland I'm in love with it! The most beautiful and engaging business book ever!* Vasco Duarte, *Finland I felt like changing my life after each chapter.* Sergiu Damian, *Romania*

About the book

"Can our organization be a little bit more like Pixar, Spotify, Netflix, Zappos, Virgin, Valve or IDEO? Is there something I can do to get a better company culture? Better collaboration? Better management?" The book **#Workout** offers concrete games, tools, and practices for all workers so they can introduce better management, with fewer managers. It addresses many common questions, such as:

- How can we measure team performance?
- How can we decide on salaries and bonuses?
- How can we define job titles and career paths?
- How can we replace performance appraisals?
- How can we motivate our workers?
- How can we change the organization s culture?

In modern organizations, people are expected to be servant leaders and systems thinkers , but nobody explains exactly how to do this on a Monday morning. Empowering workers and delighting customers is crucial, but it s not concrete. Managers, and everyone else, need to know how because most organizational problems are management problems. **Management is too important to leave to the managers!** This book offers you:

- Serious games to help improve organizational culture
- Simple practices that increase employee engagement
- Creative stories that inspire teamwork and collaboration
- New ways to achieve team accountability and responsibility
- Easy workout exercises to make the business more agile

- Modern tools that enable people to enjoy a happy Monday

When you implement the games, tools, and practices in this book, you can move the organization toward **better management with fewer managers**.

Guarantee

If, for any reason, you are unsatisfied with this book, then please send a private message to Jurgen's email address, Facebook- or Twitter-account, within one year of purchasing the book. Jurgen will immediately refund your purchase. No questions asked. Think of it as a one-year warranty!

What readers say

This book by Jurgen Appelo is both beautiful and valuable. I call it art!
Stefan Wunder, *Germany* **#Workout by Jurgen Appelo is one of the most practical management books I've ever read. Highly recommended!** Lee Winder, *United Kingdom* **A must-read not only for managers, but also for everyone in the organization.** Lemi Orhan Ergin, *Turkey* **Reading Management 3.0 #Workout makes me feel like I have finally arrived in the 21st century!** Ivo Peksens, *Latvia*

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Editorial Review

Review

Jurgen's book is practical and fun, but most of all, it's subversive. If you care enough to get started, you'll discover that these tools will transform everything about your organization. --SETH GODIN, author of *The Icarus Deception*

Brilliant, counter-intuitive, and creative approach to management. Very insightful and humanistic. Highly recommended! --DEREK SIVERS, Founder of CD Baby, TED speaker, author of *Anything You Want*

In our always-on, real-time world, the nature of work has changed, potentially for the better. While people can be more autonomous and more productive, they can also self-destruct easier. Jurgen tackles these important changes in his fun and interesting book. --DAVID MEERMAN SCOTT, bestselling author of *The New Rules of Marketing and PR*

About the Author

Jurgen Appelo is pioneering management for creative organizations. In 2014, Jurgen was rated **#40 management & leadership expert in the world**, and a **top 100 great leadership speaker**, by Inc. magazine.

Users Review

From reader reviews:

Ryan Fox:

Why don't make it to become your habit? Right now, try to prepare your time to do the important action, like looking for your favorite reserve and reading a e-book. Beside you can solve your trouble; you can add your knowledge by the publication entitled #Workout: Games, Tools & Practices to Engage People, Improve Work, and Delight Clients. Try to make book #Workout: Games, Tools & Practices to Engage People, Improve Work, and Delight Clients as your pal. It means that it can to get your friend when you experience alone and beside that of course make you smarter than before. Yeah, it is very fortunated for yourself. The book makes you much more confidence because you can know every thing by the book. So , we should make new experience as well as knowledge with this book.

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Clients instantly.

Jackie Frost:

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Beverlee Guthrie:

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