



# Winning Well: A Manager's Guide to Getting Results---Without Losing Your Soul

*Karin HURT, David DYE*

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It can feel like a rigged game. Executives set aggressive goals, so managers drive their teams to burnout trying to deliver. Or, employees seek connection and support, so managers focus on relationships . . . and fail to make the numbers. The fallout is stress, frustration, and disengagement, and not just among team members—two-thirds of managers report being disengaged.

To succeed, managers cannot choose between results and relationships. They need both: They must get people to achieve while creating an environment that makes them truly want to. ***Winning Well*** offers managers a quick, practical action plan—complete with examples, stories, and online assessments. They will learn how to:

- Stamp out the corrosive win-at-all-costs mentality
- Focus on the game, not just the score
- Reinforce behaviors that produce results
- Sustain energy and momentum
- Correct poor performance without drama
- Build productive relationships
- Be the leader people want to work for

Today's hypercompetitive economy has created tense, overextended workplaces. Keep it productive, rewarding, and even fun with this one-stop success kit.

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