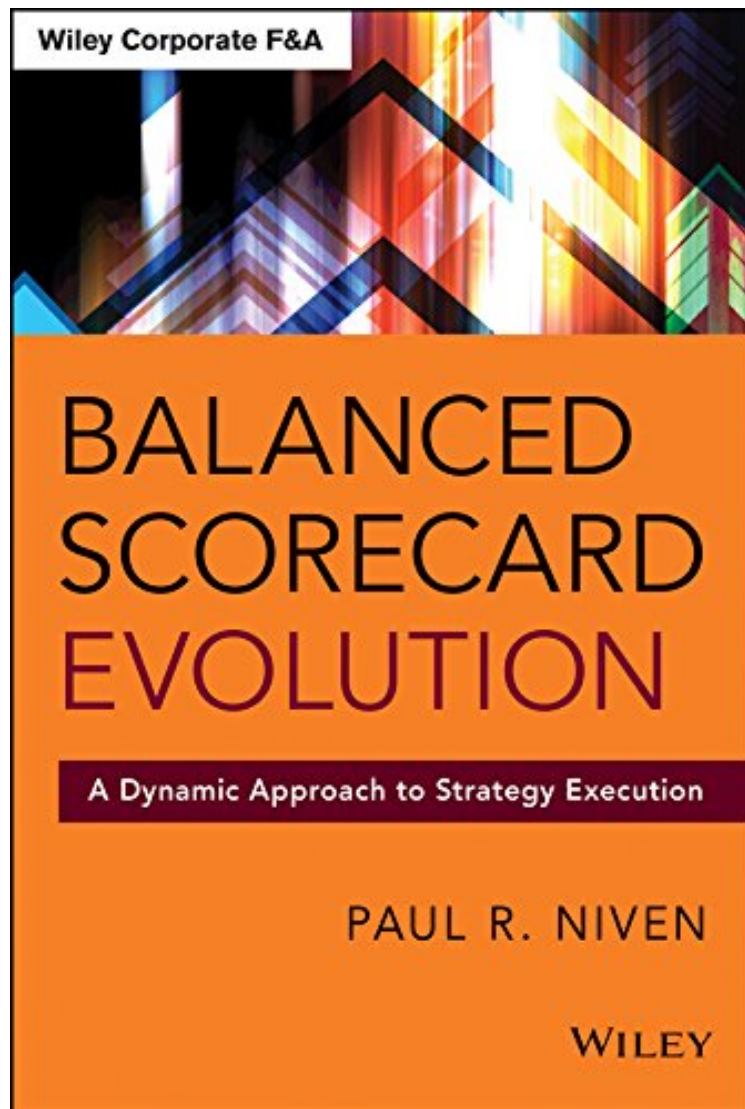


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## **Balanced Scorecard Evolution: A Dynamic Approach to Strategy Execution (Wiley Corporate FA)**

*Paul R. Niven*

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**Paul R. Niven : *Balanced Scorecard Evolution: A Dynamic Approach to Strategy Execution* (Wiley Corporate FA)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised *Balanced Scorecard Evolution: A Dynamic Approach to Strategy Execution* (Wiley Corporate FA):

0 of 0 people found the following review helpful. ExcellentBy D. MedinaThis book is incredible well written, I thought it was going to be a hard and boring reading but Paul Niven has a fresh and engaging style of writing. The

content is very clear and up to date it gives you plenty of examples from BSC and strategy execution based on practical experience in real companies. As a consultant I found his suggestions for workshops very helpful. 0 of 0 people found the following review helpful. Five Stars By Craig Saphin Up to date and comprehensive - a great strategy alignment tool 0 of 0 people found the following review helpful. A very good book on Balance Scorecard By YK Yong A very good book on balance scorecard that give lots of details on practical aspect of implementing the scorecards.

The best plan is useless without effective execution The future of business has become so unpredictable that your five-year plan may be irrelevant next week. To succeed in the modern market, you must constantly assess your progress and adapt on the fly. Agility, flexibility, continual learning, and adaptation are the new rules of business success. A differentiating strategy is crucial, but it will only lead to competitive advantage if you execute it flawlessly. You'll succeed only if you have the right insight for strategic planning and the agility to execute your plan. *Balanced Scorecard Evolution: A Dynamic Approach to Strategy Execution* provides the latest theory and practice from strategic planning, change management, and strategy execution to ensure your business is flexible, future ready, and primed for exceptional execution. Author Paul R. Niven guides you through the new principles of The Balanced Scorecard and shows you how to apply them to your planning and strategy execution endeavors. Read case studies that illustrate the theory and practice of strategic agility and execution Learn how to create the objectives, measures, targets, and strategic initiatives that can make your plan a reality Use the latest change management techniques to boost strategy execution success Gain the knowledge and tools you need to face your challenges head-on Motivate your employees to change behaviors toward plan accommodation Making a plan isn't enough. You must actually take steps to implement your plan, and this requires excellent leadership skills. Change can be hard, and your organization may be resistant. *Balanced Scorecard Evolution: A Dynamic Approach to Strategy Execution* provides everything you need to make things happen.

From the Inside Flap *Balanced Scorecard Evolution* delivers value to an extent that has become all too rare. We all realize that the world is not what it used to be and that organizations need to be able to adapt faster than ever before. What we need—and what this book delivers—is a full complement of concrete, useable tools for becoming more agile in planning and executing strategic change. Instead of focusing on just one tool or exercise, *Balanced Scorecard Evolution* moves through each phase of strategy execution in the current environment: becoming agile, driving change, and executing strategy on a daily basis. For each of these three topics, readers of this book will find not just one or two but countless practical techniques built upon the idea of the Balanced Scorecard. The importance of having a breadth of tools in your managerial toolkit cannot be overstated. Balanced Scorecard and similar ideas have been around for decades, but the changing nature of business has given rise to a veritable infinity of new management frameworks vying for prominence. In the process, it's easy to become overwhelmed, especially if you don't have infinite resources to match. *Balanced Scorecard Evolution* brings the time-tested Balanced Scorecard approach into the current decade, giving managers a firm and practical foundation on which to build success. Readers who have already developed a Scorecard and are looking to improve results will appreciate this book just as much as those who are new to the Balanced Scorecard approach. Author Paul R. Niven goes beyond the surface in this book, provoking genuine strategic reflection and conversation. Grounded in the latest research and current case studies, *Balanced Scorecard Evolution* approaches strategic execution from a fresh perspective. Businesses no longer have the luxury of developing "five-year plans." We need to develop the flexibility to plan, communicate, and execute change constantly. Thanks to *Balanced Scorecard Evolution*, there is a step-by-step approach to doing just that. From the Back Cover **Praise for BALANCED SCORECARD EVOLUTION A Dynamic Approach to Strategy Execution** "Paul brings the most comprehensive yet easily understandable approach to this important management topic. Our business unit needed to quickly bring together a cross-functional team, map out our strategy, and communicate it effectively to the broader team. Paul's practical insights and commonsense methodology made this possible." —Jim Doyle, President, Panasonic Enterprise Solutions Company "In the preface of *Balanced Scorecard Evolution*, Paul Niven asks two important questions: "Why does the world need another Balanced Scorecard book?" and "How is this one different?" Paul answers both convincingly, but based on my reading of the book I have formed my own opinion. (1) The world needs another Balanced Scorecard book because both the Balanced Scorecard and the world have changed and we, executives and managers, must ensure we have the most relevant and up-to-date information to make informed strategic decisions. This book provides that knowledge and more. (2) This book is different because very few writers on business management, worldwide, can tell this story in as compelling a fashion as Paul Niven." —Odilon Santos Neto, CEO, Odilon Santos Group "In his new book, Paul Niven provides both beginner and experienced Balanced Scorecard practitioners alike with the latest practical tips and tools, all enveloped in his unique gift for storytelling. This must-read guide provides a clear roadmap to ensure you realize the tremendous value a Balanced Scorecard implementation can deliver." —Dennis Barnhart, Chief Strategy and Integration Officer, Teranet Inc. **About the Author** PAUL R. NIVEN is a management consultant, author,

and noted speaker on the subjects of Balanced Scorecard, strategy, and strategy execution. He has developed successful Balanced Scorecard systems as both a practitioner and consultant for Fortune 500 companies, public sector agencies, and nonprofits. Paul's previous books include *Roadmaps and Revelations*, *Balanced Scorecard Step-by-Step* (now translated into over 15 languages), *Balanced Scorecard Step-by-Step for Government and Nonprofit Agencies*, and *Balanced Scorecard Diagnostics*. Visit Paul on the web at [www.senalosa.com](http://www.senalosa.com).