



Managing for Results: Economic Tasks and Risk-Taking Decisions

Peter F. Drucker

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Managing for Results: Economic Tasks and Risk-taking Decisions is a "what to do" book that covers the economic tasks that any business has to discharge for economic performance and economic results.

The book organizes these tasks so that executives can perform them systematically, purposefully, with understanding, and with reasonable probability of accomplishment. The text also aims to develop a point of view, concepts, and approaches for finding what should be done and how to go about doing it. The book, which is divided into three parts, starts by discussing the business realities, analyzing the result areas of the entire business and relating them to resources, efforts, opportunities and expectations and cost stream and structure. The text also considers the business from the outside, its fundamental economic characteristics, performance capacity, and opportunities. Part II discusses the opportunities and needs in each of the major economic dimensions of a business. The last part presents the conversion of insights and decisions into purposeful performance. Key decisions, business strategies, and building economic performance into a business are considered in this part. The book concludes by projecting the book and its thesis on the individual executive and his commitment, and especially on the commitment of the top management. The text will be invaluable to entrepreneurs and business executives and students of business management/administration.

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