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funding environment it
is essential to focus your
organization on
delivering positive
impact for specific

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Questions will challenge
leaders and stimulate
spirited discussion and
action within any
organization, inspiring
positive change and new

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levels of excellence. By tapping into the power of the five questions, leaders can identify strengths and challenges, embrace change, foster innovation, accept and respond to customer feedback, look beyond the organization for trends and opportunities, encourage planned abandonment, and

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questions and the help

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thought leaders, this
little book will

challenge readers to take

a close look at the very
heart of their

organizations and what
drives them.

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The Five Most
Important Questions are
a fundamental
mechanism for
understanding and
focusing resources to
achieve organizational
success. The method has
been used all over the
world and allows for a

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set of activities that
provides tangible value
to organizations.

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stakeholders, and the 5 ingredients of an effective plan (abandonment, concentration, innovation, risk-taking and analysis). V. Kasturi Rangan reinforces that a plan is merely a starting point, and not a perfect blueprint. Management must continually refine, adapt and learn, for the plan to work.

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Some years ago, management guru Peter Drucker wrote an intriguing little book titled *The Five Most Important Questions You Will Ever Ask About Your Organization*.

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Your ability to land the
job hinges on how well
you answer five
interview questions.

Here are the perfect
answers to impress the
interviewer.

**The Five Most
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You Will Ever Ask**

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When you ask what a customer values, you are asking what satisfies their needs, wants and aspirations. This is so complicated that it can, of course, only be answered by the customers themselves. This may be the most important question of the five. Yet, as Drucker notes, it is the one least

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Questions You

**Peter Drucker's Five
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Questions: Enduring ...

With Peter Drucker's
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and the help of five of
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this little book will
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a close look at the very
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