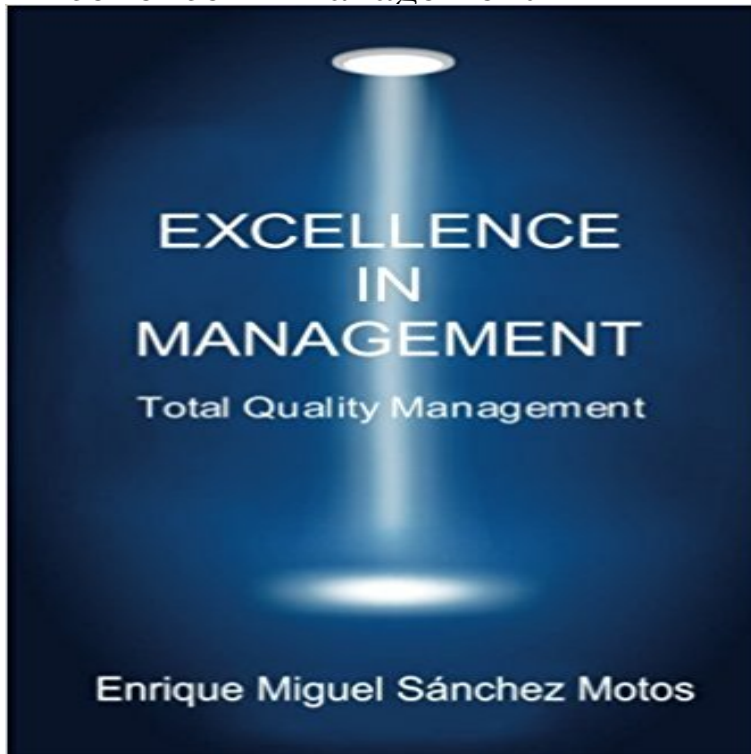


Excellence in Management



The book Excellence in Management proposes, in a clear and synthetic way, the keys to success in the management of organizations. Willing is not enough to achieve excellence; a know-how is needed. The modern context has changed. There is no longer room for a management which uses rigid, bureaucratic or pyramidal styles of the past. The true leader must know where he should concentrate his efforts and limited time in order to make his organization work with quality and generate quality. He must know where the organization should go, how to do it and how to evaluate it. This requires managers with the necessary skills to make the best use of the organizations full potential of knowledge, innovation and production as well as of all the suggestions that its clients and suppliers can provide. They must also focus on getting results, understood in its broadest sense. Excellence in Management implies all that. Therefore, it is the way to success. Enrique Miguel Sanchez Motos. Agricultural Engineer. Degree in Law. Master in Economic Development and Planning. Spanish Senior Civil Servant. Expert in Human Resources Management, Payments & Compensation systems and Total Quality Management. Consultant in Spain, Romania, Bulgaria, Brazil, Guatemala and China. Large experience in teaching Management Techniques.

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