

Beware of Laissez-Faire Management Style

The old management adage of "Hire good people and leave them to do their work" just doesn't work. Employees, like children, are constantly seeking feedback to make sure they're doing a good job. Employees want to know they're on track, and how to earn the rewards when goals are obtained.

In his latest article, author and management consultant Bill Lee, tells your readers where most managers go wrong in not providing enough attention to their performing employees. When rewards are set, and feedback provided, Lee tells your readers, goals will be reached and business will boom.

Lee recommends to your readers, as managers they should:

- Give employees clear performance measures
- Inspect what they expect by meeting regularly with employees
- Tie rewards and incentives into measurable goals

Not every employee responds well to a heavy hand, but no employee responds to an absent hand. By getting involved with their employees, managers will begin developing high-performance organizations.

Bill Lee is the author of "Gross Margin: 26 Factors Affecting Your Bottom Line," now in its third printing. His most recent book, "30 Ways Managers Shoot Themselves in the Foot," was released in October 2005.

He is also President of Lee Resources, Inc., a consulting and training firm that works with owners and general managers who want to enhance organizational productivity and with salespeople who want to increase their sales and improve their gross margin.

Thousands of owners, managers and salespeople read Bill's award winning ezines and magazine articles on sales and gross margin improvement and best management practices.

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