



# Hundred Percenters: Challenge Your Employees to Give It Their All, and They'll Give You Even More, Second Edition

*Mark Murphy*

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**THE NEW YORK TIMES BESTSELLER!**

**The groundbreaking guide to inspiring 100% performance from employees--updated with expanded research findings**

In this new edition of his guide to unleashing employees' full potential, Mark Murphy explains why true employee motivation is not achieved by focusing on making your people "happy." The most effective leaders are the ones who respect their people enough to push them to deliver real results--to become Hundred Percenters.

Basing its conclusions on a detailed study of more than 500,000 leaders and employees, *Hundred Percenters*, Second Edition, provides the tools and techniques--and the rationale behind them--to help you create an army of employees who don't just do their best—but who also deliver results.

## **PRAISE FOR THE FIRST EDITION OF HUNDRED PERCENTERS**

*"Provides the tools managers need to take 'average' employees and create a culture of accountable, fully engaged people. Managers will learn to recognize their leadership style and understand how they, too, can become Hundred Percenters."* -- Laura Christiansen, Vice President Human Resources, VTech Communications, Inc.

*"Heavily researched and loaded with tools and examples, this book shows you how to challenge your employees to achieve the kind of extraordinary results and innovations that every CEO dreams about. Every leader needs to read this book!"* -- Ned Fitch, CEO, Kalahari Tea

*"Murphy finds that most workplaces are brimming with untapped talent. Only it's suppressed by goal-setting that discourages big ideas and leaders who focus on happiness rather than greatness."* -- **Training** magazine



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