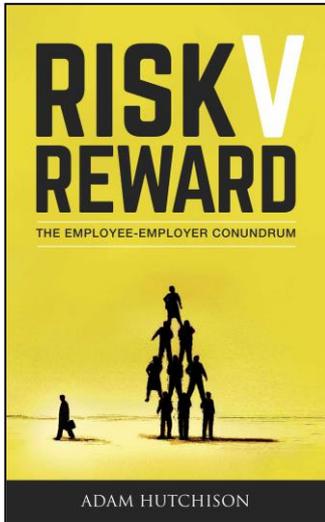


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RISK **v** REWARD

THE EMPLOYEE-EMPLOYER CONUNDRUM

by Adam Hutchison

'I decided that work had become my life. It was then that I told myself I would no longer go to work feeling like that. Why should I ...?'



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- Motivating and mentoring
- Recognising and managing different personality types
- Management structure and how to make it work
- Creating and maintaining a culture

The author knows, from experience, that it is people that make a business great, and this book shows how to get the best out of those within your teams.

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- Will enable any junior or middle manager to get better results from staff.
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Author Adam Hutchison says, *"What makes a business great? The answer every time is people. People are paramount to any business. This book explores the 'dos' and 'don'ts' of successful people-management. I hope it will help managers and team leaders in businesses of all sizes. Whether they employ five people or 5000, my message is the same: human beings need rewards to perform well. Positive comments drive attitudes and behaviours. Forget these simple rules at your own risk!"*



About the author: Adam Hutchison, MA, BSc has spent the last two decades working in both the private and public sectors, operating within corporate and SME environments, working at the operational level on the front line and doing everything from running departments to operating his own businesses. www.adamhutchison.com Twitter: @adamhutchison80

Media opportunities: Extracts/serialisation. The author is available for interviews.

Local UK interest: The author is currently based in Solihull (near Birmingham, West Midlands). He has also lived and worked in London and Medway (Kent).



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