



# Case Studies in Performance Management: A Guide from the Experts (Wiley and SAS Business Series)

*Tony C. Adkins*

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Praise for Case Studies in Performance Management

"With this book, Tony Adkins has made an important contribution to the body of knowledge of managerial accounting."

--From the Foreword by Gary Cokins, lead strategist, Business Performance Management Solutions group with SAS Institute and internationally recognized expert in advanced cost management and performance improvement systems

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"Tony has the insight found only from actual implementations of ABC/PM. Using this as lens, he has brought the collective experience of experts into focus."

--Mohan Nair, author of Essentials of Balanced Scorecard and Activity-Based Information Systems

"Tony Adkins has lived the life of a true ABC/PM road warrior. His collection of case studies reaches beyond the theory to capture the harsh reality of what it takes to successfully implement performance management. A must-read for anyone wise enough to learn from those who have gone before."

--Chris M. Pieper, CEO, FormRouter, Inc. (former founder and CEO of ABC Technologies)

"Everyone who reads this book will gain a solid appreciation of the substance and value of performance management in varied industry settings and applications."

--Dr. Peter B. B. Turney, President and Chief Executive Officer of Cost Technology, Inc. and author of Common Cents

If you're looking for a way to dramatically improve your company's performance and get back its competitive edge, Case Studies in Performance Management: A Guide from the Experts will show you how other businesses, driven to remain competitive by changes in their industries, learned to work smarter using ABC/PM in today's tough business environment.

Noteworthy commentary from experts in the field including Ashok Vadgama and Alan Stratton helps you understand ABC/PM and how to execute its sound strategies in your own business.

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