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Quotes



QuotationsBook

Quotes by Peters, Thomas J.

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Thomas J. Peters (born November 7, 1942) is an American writer on business management practices, best-known for, *In Search of Excellence* (co-authored with Robert H. Waterman, Jr).

We found that the most exciting environments, that treated people very well, are also tough as nails. There is no bureaucratic mumbo-jumbo... excellent companies provide two things simultaneously: tough environments and very supportive environments.

- Peters, Thomas J.

Excellent firms don't believe in excellence -- only in constant improvement and constant change.

- Peters, Thomas J.

Give a lot, expect a lot, and if you don't get it, prune.

- Peters, Thomas J.

Celebrate what you want to see more of.

- Peters, Thomas J.

Management is about arranging and telling. Leadership is about nurturing and enhancing.

- Peters, Thomas J.

All business success rests on something labeled a sale, which at least momentarily weds company and customer.

- Peters, Thomas J.

The best leaders... almost without exception and at every level, are master users of stories and symbols.

- Peters, Thomas J.

Good managers have a bias for action.

- Peters, Thomas J.

If a window of opportunity appears, don't pull down the shade.

- Peters, Thomas J.

The simple act of paying positive attention to people has a great deal to do with productivity.

- Peters, Thomas J.

Five daily newspapers arrive in my California driveway. The New York times and the Wall Street Journal are supplemented by three local papers. As for magazines, I read, or at least skim, Business Week, Forbes, The Economist, INC; Industry Week, Fortune. Other

subscriptions include Sales and Marketing Management, Modern Health Care, Progressive Grocer, High Tech Business, and Sloan Management Review from MIT. I religiously read Business Tokyo, Asia Week, and Far Eastern Economic Review. I glance at Newsweek and Time ... but I devour the New Republic, Policy Review, Foreign Affairs, The Washington Monthly, and Public Interest. How about books? A dozen or more each month.

- Peters, Thomas J.

The magic formula that successful businesses have discovered is to treat customers like guests and employees like people.

- Peters, Thomas J.

Winners must learn to relish change with the same enthusiasm and energy that we have resisted it in the past.

- Peters, Thomas J.

Train everyone lavishly, you can't overspend on training.

- Peters, Thomas J.

Communication is everyone's panacea for everything.

- Peters, Thomas J.

If your company has a clean-desk policy, the company is nuts and you're nuts to stay there.

- Peters, Thomas J.



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