



# High Output Management

By Andrew S. Grove

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The essential skill of creating and maintaining new businesses—the art of the entrepreneur—can be summed up in a single word: managing. In *High Output Management*, Andrew S. Grove, former chairman and CEO (and employee number three) of Intel, shares his perspective on how to build and run a company. Born of Grove's experiences at one of America's leading technology companies, this legendary management book is a Silicon Valley staple, equally appropriate for sales managers, accountants, consultants, and teachers, as well as CEOs and startup founders. Grove covers techniques for creating highly productive teams, demonstrating methods of motivation that lead to peak performance—throughout, *High Output Management* is a practical handbook for navigating real-life business scenarios and a powerful management manifesto with the ability to revolutionize the way we work.

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## High Output Management By Andrew S. Grove Bibliography

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### Editorial Review

#### Review

"An organizational Baedeker for managers at all levels. . . . A highly credible handbook for organizing work and directing and developing employees." —*The New York Times*

"[Andy's] book played a big role in shaping my management style." —Mark Zuckerberg, cofounder and CEO of Facebook

"A good book, generous enough with advice and observations to be required reading." —*The Wall Street Journal*

"A great book. . . . Its elementary prescriptions form the basis of a highly effective management style." —*San Francisco Chronicle*

"An important book which says some very important things . . . beautifully and with style." —Peter Drucker

"*High Output Management* is a bible that every entrepreneur and every manager in the country should look at, read and understand." —Bill Campbell, former Intuit CEO

"Andy exemplifies the best of Silicon Valley. Andy built the model for what a high quality Silicon Valley company could be." —Marc Andreessen, creator of the original Mosaic and Netscape web browsers

#### From the Inside Flap

This is a user-friendly guide to the art and science of management from Andrew S. Grove, the president of America's leading manufacturer of computer chips. Groves recommendations are equally appropriate for sales managers, accountants, consultants, and teachers--anyone whose job entails getting a group of people to produce something of value. Adapting the innovations that have made Intel one of America's most successful corporations, *High Output Management* teaches you:

what techniques and indicators you can use to make even corporate recruiting as precise and measurable as manufacturing

how to turn your subordinates and coworkers into members of highly productive team

how to motivate that team to attain peak performance every time

Combining conceptual elegance with a practical understanding of the real-life scenarios that managers encounter every day, *High Output Management* is one of those rare books that have the power to revolutionize the way we work

#### About the Author

Andrew S. Grove emigrated to the United States from Hungary in 1956. He participated in the founding of Intel, and became its president in 1979 and chief executive officer in 1987. He was chosen as *Time* magazine's Man of the Year in 1997. In 1998, he stepped down as CEO of Intel, and retired as chairman of the board in 2004. Grove taught at the Stanford University Graduate School of Business for twenty-four years. He died in 2016.

### Users Review

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**Alison Caulfield:**

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