



Performance Management: A Bibliography

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The Performance Management and Results Orientation competency focuses on creating and promoting a positive, results-drive work environment in which expectations are understood, performance is measured and monitored, and results are achieved. Those competent in Performance Management and Results-Orientation effectively link day-to-day activities to mission accomplishments and are accountable for results.

Books & Manuals

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- Gostick, A and Elton, C. (2007). [*The carrot principle: how the best managers use recognition to engage their people, retain talent, and accelerate performance.*](#) New York: Free Press.
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- Risher, H. (2007). Managing to create a performance culture. *Public Management, 89.5: 25.*
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