

# The Performance Economy

Walter R. Stahel



September 2006

£55

288 Pages

138mm x 216mm

0-230-00796-1

Hardback

The industrial economy is turning into a functional service economy, yet too many businessmen and policymakers are still using outdated business models focused around designing and manufacturing goods for sale. This book outlines the strategies and models needed for tomorrow's challenges: how to use technology and knowledge to improve performance, create jobs and increase income. It also shows what skills will be required to produce and sell performance, manage performance over time and how manual and skilled jobs can contribute to reduce the consumption of non-renewable resources.

Introduction – Producing Performance – Managing Performance over Time – Selling Performance – Sustainability and the Performance Economy

WALTER R. STAHEL founded the Product-Life Institute in Geneva. He is Head of the Geneva Association's Risk Management research and Visiting Professor at the University of Surrey and UTT (Université de Technologie de Troyes), France. A graduate of the Swiss Federal Institute of Technology in Zurich, he has authored several prize-winning papers and, with Otto Giarini, *The Limits to Certainty*, published in six languages.

[www.palgrave.com](http://www.palgrave.com)

Please send me ( ) copies of

## The Performance Economy

Hardback £55 0-230-00796-1

For UK orders please add £3, (or £4 for items over £40).  
For Non-UK orders please add £5 (for orders over £40 add 10%).

<b>Name</b> _____
Job Title _____
Organisation _____
<b>Delivery Address</b> _____
_____
_____
Postal code _____
Country _____
Email _____
Telephone _____
Fax _____

I enclose a cheque payable to Palgrave Macmillan Publishers Ltd for £ \_\_\_\_\_  
Please send me a pro-forma invoice (address supplied in the box above)  
Please charge £ \_\_\_\_\_ to my Visa/ MasterCard/ American Express (delete as appropriate)

Card number:                 Expires:  /

Cardholder name \_\_\_\_\_

address (if different from delivery address): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

- I would like to receive free copies of Catalogues in subjects related to items on this leaflet  
 I am happy to receive new book information by email

