



ACUMEN

Implementing Sales Knowledge
Book Review

One Minute Manager Meets the Monkey
Kenneth H Blanchard

Reviewed by Coral Horn

Like all of the books in this series they are compact, quick to read and will give you a few nuggets of wisdom. This book helps you to focus on your work and gives you some thought provoking and applicable ideas. We are great advocates of the saying “If you make a mistake, it’s the best way to learn” and this message is clear within this book.

It will give you some ideas of how to work more effectively and manage you work load so that you can improve upon your work life balance. Many managers struggle to delegate tasks to others because of lack of trust or confidence in other peoples ability, hopefully this will help you to let go and make a difference to your workload.