



The 80/20 Principle: The Secret of Achieving More With Less

Richard Koch

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The 80/20 principle - that 80 per cent of results flow from just 20 per cent of the causes - is a principle adopted by many effective people and organizations. This text shows how you can achieve more with less effort, time and resources, by concentrating on the that 20 per cent. The pattern of predictable imbalance crops up throughout life. In this text, Richard Koch uses a wide range of examples from business, personal and social spheres, to demonstrate the 80/20 principle

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