

What others have said about *Analytics for Leaders*

His book has the potential to revolutionise the way you look at your business.

— Theo Chapman
BOSS Magazine, May 2014

Brilliant and right on the mark.

— Dr Robert Burke, *former CEO of Fuchs Australia*

This is the definitive work on how to measure an enterprise's performance, and how to analyze the resulting data. Nick Fisher provides not just the tools, but detail on how to implement them. His writing is organized step-by-step in a logical way, and is marvellously lucid.

— William S. Cleveland
*Shanti S. Gupta Distinguished Professor of Statistics,
Purdue University*

Groundbreaking and significant contribution to business management on how to create value for not only shareholders but also customers, employees, suppliers and the community.

— Ray Kordupleski
President CVM, Inc.

It's not often you come across a book that helps push back the uncertainty fog. *Analytics for Leaders* does just that! What are the real drivers of your organisation and how do you measure/predict them? These are the questions that every board should ask if they wish to thrive in our competitive environment. I recommend this book as an essential primer to all directors who wish to add value to their organisations.

— John Manusu
Managing Director, PrIME Biologics Pte Ltd

Inspirational! Dr. Fisher's model is comprehensive, rational & easily justifiable. At last a performance measurement methodology which rests comfortably with scientists and engineers!

— Dr Terry Moss
*General Manager, Research, Testing and Development
Department, Eskom*

I found it simple to read and succinct with very helpful tools and charts. It has filled the void in providing methodology to analyse the non-financial metrics of businesses. For example, KPIs can be more useful than financial accounts which are often opaque in terms of the real factors which define the performance of the business. The financial accounts are really an historical outcome whereas your metrics will make transparent the inner workings of the company that often causes the financial outcome. Recently, as an example, it was observed that Australian wages at Toyota were similar to Japanese wages at Toyota in Japan but that Japanese workers produced more cars per man hours. Thus the financial comparison indicated equality whereas the non-financial metrics told the real story.

— Chris Hagan
Senior Advisor, Auminco Mines

Firstly, and this to my mind is not an irrelevant point, I liked the size, binding, hard cover and general physical quality of the book. All too often I find good reference books fail to serve their purpose because they fall apart or are too bulky to carry. So well done to whoever decided upon the physical attributes of the book.

Secondly I found the content highly relevant (great to see a book focusing on real value creation for all stakeholders), succinct, and with nice simple flow charts and process tools to measure and to achieve desired outcomes. It was an easy read which was a pleasant surprise given that my experience of reading books authored by well-educated people is that they can be complex and difficult to read.

Thirdly I intend to share this book with my colleagues at Arowana who tend to be young highly intelligent financial university medal types with little experience running operating businesses. Arowana is a listed investment group. We presently use "Rockefeller Habits and a focus on Smart Numbers etc." with good success but I have no doubt that our young charges would benefit from having this book in their bag as part of their tool kit.

— Malcolm Keefe
Chairman, Arowana International

This is a deeply thoughtful, well informed, and eminently 'accessible' work that presents a systematic approach to the use of business analytics to measure business performance. It draws on the author's distinguished expertise in statistics (without requiring statistical prowess to understand the material presented) and wide experience in management and statistical consulting (that gives it a profoundly practical orientation). Fisher's background as a senior research manager and organisational leader is also evident.

Unlike so much of the popular management literature, this work is neither faddish nor replete with jargon. It is well and clearly written, and not overdone with story-telling (although it draws selectively and effectively on real world examples and case studies).

— Peter Wolnizer
Former Dean of the Business School, University of Sydney