

# The Ultimate Competitive Advantage: Why Your People Make All the Difference and the 6 Practices You Need to Engage Them

Shawn D Moon, Sue Dathe-Douglass

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"People are our most important asset." Every company pays lip service to this platitude, but how many companies really embrace it?

People are what sustain—or ruin—your brand. If your people are not excited about the company, indifferent, or even alienated from it, your competitive advantage will disappear.

In The Ultimate Competitive Advantage, FranklinCovey experts Shawn D. Moon and Sue Dathe-Douglass lay out the steps leaders can take to tap into their companies' most valuable and unique resource: people.

When you promote a company of proactive and engaged employees who create a winning culture, sustain it, leverage it, and make it work no matter what comes your way, your business rises above the rest. From the company that brought you The 7 Habits of Highly Effective People, The Ultimate Competitive Advantage offers six highly effective practices that will propel your company to success by unleashing the potential of your people.

Each practice in *The Ultimate Competitive Advantage* is based on fundamental principles that hold true across all industries, from the necessity of being proactive to the importance of building win-win relationships. Implementing these practices is the key to making a distinctive difference in the marketplace.

The Ultimate Competitive Advantage will enable your company to achieve remarkable results and become an industry standout by leveraging your most important asset: your people.



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