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In Primed to Perform, Neel Doshi and Lindsay McGregor show you how to do just that. The result: higher sales, more loyal customers, and more passionate employees. Primed to Perform explains the counter-intuitive science behind great cultures, building on over a century of academic thinking. It shares the simple, highly predictive new measurement tool—the Total Motivation (ToMo) Factor—that enables you to measure the strength of your culture, and track improvements over time.

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It is applied mostly to the world of business, but it can apply to anything you do and why you do it. Primed to Perform tries to demystify culture and put it in a measurable structure so you can take action to steer your company culture for the highest performance possible. This is typically the realm of fuzzy 'feel good' consultants where y

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## **Primed to Perform — Vega Factor**

Neel Doshi and Lindsay McGregor have just written a book, Primed to Perform: How to Build the Highest Performing Cultures Through the Science of Total Motivation, that answers these questions and more. It is written as a guidebook for those who know how important a strong culture is, but they don't know what steps to take to create one.

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