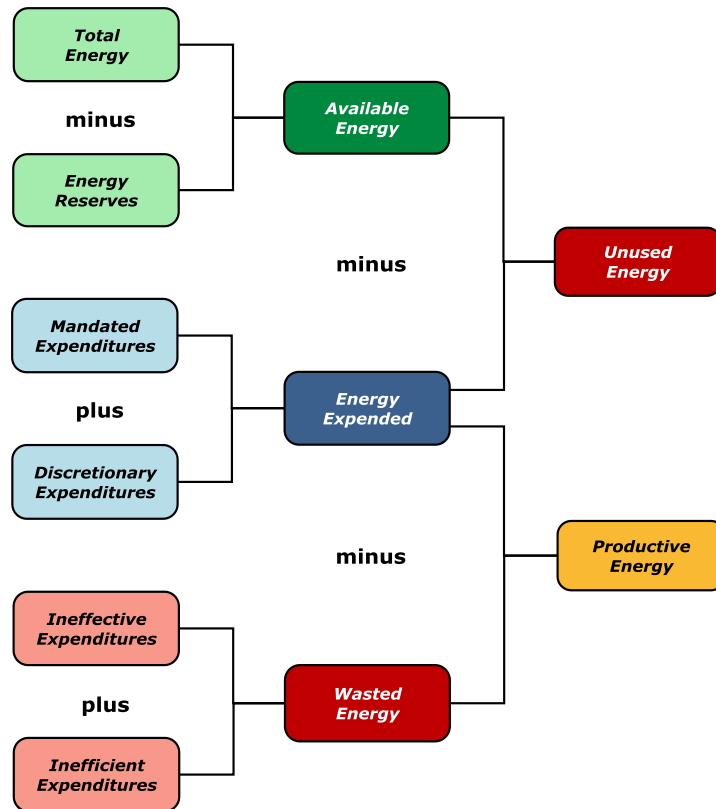


Tools for Knowledge Workers

The Energy Equations



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Energy is at the heart of all work and performance. Indeed, the fundamental task of management is *to concentrate and channel organizational energy along productive lines*. The “energy equations” shown above prompt some useful thinking and questions related to the tasks of managing and improving human and organizational performance and productivity. How can we increase productive energy expenditures? Where and how is energy being wasted and how can we reduce that waste? How can we capitalize on energy that is available but unused? What leads people to increase their discretionary expenditures of energy? What can and should be done to decrease the amount of energy being withheld? What can be done to increase total energy? For more about the energy equations and how to use them, click [here](#).

