



# Scaling Up Excellence: Summary of the Key Ideas - Original Book by Robert I. Sutton, Huggy Rao: Getting to More Without Settling for Less

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**Scaling Up Excellence: Summary of the Key Ideas - Original Book by Robert I. Sutton, Huggy Rao: Getting to More Without Settling for Less** By Evolve

Organizations today easily reach their targeted growth level in a short time period. They have pockets of excellence that help them grow to a defined level of recognition, however, from that point on, the spreading and implementation of techniques that could “scale up” the excellence is quite insufficient. "Scaling Up Excellence" offers a guide to that prosperous scaling.

Who should read this book:

- Entrepreneurs who seek to prosper in their careers.
- Anyone who wants to be motivated and guided on the right path.
- Organizations that want to “improve” their growth and achieve a new level of excellence.

In this summary:

Chapter 1: Why do you need to scale up your excellence?

Chapter 2: Make clothes out of pockets

Chapter 3: The seven scaling mantras

Chapter 4: Spread a mindset, not just a footprint

Chapter 5: Engaging all the senses

Chapter 6: Link short-term realities to long-term dreams

Chapter 7: Accelerate accountability

Chapter 8: Fear the clusterfug

Chapter 9: Additions and subtractions

Chapter 10: Slow down to scale faster – and better – down the road

Chapter 11: Final Summary

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