



THE 80/20 PRINCIPLE

The Secret to Achieving More with Less

RICHARD KOCH



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The Big "So What"

In all aspects of life, 80% of outputs, results and consequences come from 20% of inputs, efforts and causes. Koch was the first to write a book to present how individuals and groups can apply the 80/20 Principle to achieve much more results with much less effort.



What's the 80/20 Principle?

The 80/20 Principle says that the majority of your results or outputs will come from a minority of causes or inputs.

- The principle was discovered in 1897 by economist *Vilfredo Pareto* and became popular after WWII. Today, it's also known as the Pareto Principle, the 80/20 Rule, the Principle of Least Effort, the Principle of Imbalance, the Pareto Law, the Law of the Vital Few, and the Principle of Factor Sparsity.
- The ratio may not always be exactly 80/20, i.e. it could be more imbalanced at 99.9/0.01 or less imbalanced at 60/40. The key idea is this: there's typically a non-linear relationship between input and output, between effort and results, and between causes and consequences.



The 80/20 Principle is always at work whether you realize it or not.

- In business, 20% of our products/customers tend to contribute to 80% of our revenues/profits. In society, 20%

KEY QUOTES

"The 80/20 Principle can and should be used by every intelligent person in their daily life, by every organization, and by every social grouping and form of society."

"The 80/20 Principle states that there is an inbuilt imbalance between causes and results, inputs and outputs, and effort and reward."

80 20 Principle Secret Achieving

RD Boyd



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