



Today, business success flows from intangible assets such as ideas, information, and expertise. Post-industrial metrics fall short of offering the insights that companies need to gain a competitive edge in a global business environment that values these kinds of assets.

Gensler's research establishes new measures of performance that make the difference in a knowledge economy: the power of people and place to drive profit. As the leading design firm for business, Gensler has a unique perspective on the ways that people really work. Through projects with thousands of companies and our annual workplace surveys, we have seen firsthand the revolution of knowledge work, and how individuals and teams create organisational value and drive performance.

The 2008 Gensler Workplace Survey creates new insight about the day-to-day knowledge workplace activities that produce business success: four work modes—focus, collaborate, learn, and socialise—that allow the creative and innovative power of people to be fully realised. Gensler's Workplace Performance IndexSM measurement and analysis tool for work environments correlates business success with the effective support of the four work modes in the workplace.

KNOWLEDGE WORK EQUALS FOUR WORK MODES

WORK INTERACTIONS THAT CREATE **COMMON BONDS AND VALUES, COLLECTIVE IDENTITY AND PRODUCTIVE RELATIONSHIPS**

TALKING, LAUGHING, NETWORKING, TRUST-BUILDING, RECOGNITION, CELEBRATING, INTERACTING, **MENTORING, ENHANCING RELATIONSHIPS**

Gensler research shows that people spend an average of 6% of their time in social activities.

FOCUS PRODUCTIVE CAPITAL **WORK INVOLVING CONCENTRATION** AND ATTENTION TO A PARTICULAR **TASK OR PROJECT**

THINKING, REFLECTING, ANALYSING, WRITING, PROBLEM-SOLVING, **QUANTITATIVE ANALYSIS, CREATING, IMAGINING, REVIEWING, ASSESSING**

Gensler research shows that people spend on average 59% of their time in focus work.



INNOVATIVE CAPITAL

WORKING TO ACQUIRE NEW KNOWLEDGE OF A SUBJECT OR SKILL THROUGH EDUCATION OR EXPERIENCE

SOCIALISE

SOCIAL CAPITAL

TRAINING, CONCEPT EXPLORATION AND DEVELOPMENT, PROBLEM-SOLVING, MEMORISING, DISCOVERY, **TEACHING, REFLECTING, INTEGRATING** AND APPLYING KNOWLEDGE

Gensler research shows that people spend an average of 4% of their time learning.



INTELLECTUAL CAPITAL

WORKING WITH ANOTHER PERSON OR GROUP TO ACHIEVE A GOAL

SHARING KNOWLEDGE AND INFORMATION, DISCUSSING, LISTENING, CO-CREATING, SHOWING, BRAINSTORMING INTERACTIONS MAY BE FACE-TO-FACE, BY PHONE, VIDEO, OR THROUGH VIRTUAL **COMMUNICATION**

Gensler research shows that across all companies, people spend an average of 22% of their time collaborating.

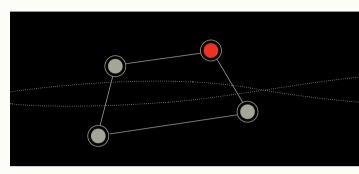
KNOWLEDGE WORK EQUALS FOUR WORK MODES

"Knowledge worker" refers to an individual who develops and applies knowledge and information in the workplace.

While industrial era companies were focused on task processes and tools to improve speed, efficiency, and productivity, knowledge economy companies realise competitive advantage through the creation of *ideas*. Knowledge work requires a high level of cognitive involvement as well as analytical and

judgment skills; process remains important but is far less structured. Knowledge work is also a composite of individual and collective modes. The overview of work modes below codifies these practices in the new science of work.

FOCUS



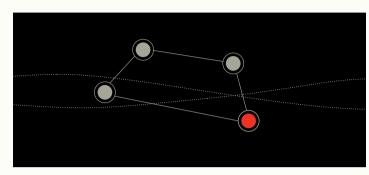
Research bears out the value that companies can realise by enabling their employees to focus better. Separate studies conducted at MIT and Harvard show that interruptions and distractions are among the biggest threats to employee concentration. Cognitive overload—the inability to concentrate due to excessive information—poses another barrier to productivity.¹

People can make leaps in productive focus if they are granted distraction-free, protected time to get their individual work done. Yet while research shows increasing organisational support for the valuable interactive aspects of knowledge work, the support may be to the detriment of the individual focus work.²

These other work modes, as well as modern pressures on real estate costs, have diminished the quality of the focus mode. Collaboration and socialising have encroached on focus work, undermining the ability of the traditional site of focus work—the primary work space—to support concentrated individual activity due to distraction as colleagues gather to collaborate or socialise.

Open work environments help to foster interaction and also reduce real estate footprint, but can also result in acoustic and visual distractions that can impare people's ability to focus. This poses a dilemma for organisations looking to balance focus with other work modes.

COLLABORATE



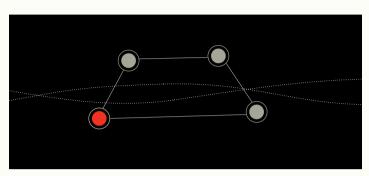
Innovation, speed and economic value in a knowledge economy are derived more and more from "collective intelligence"—the open sharing, connecting and building of ideas through a group process. Teams have the potential to offer greater breadth and creativity than any one individual can offer, resulting in innovative and comprehensive solutions and ideas.³

Teamwork exists in many different shapes and forms, and varies across important dimensions. Teams require the ability to interact with each other to achieve objectives through a shared understanding of resources, such as members' knowledge, skills, experiences, explicit goals and objectives. Research shows that effective teamwork also involves interactions with tasks, tools and machines.⁴

Knowledge creation is another important outcome of collaboration. Research at MIT found that people were five times more likely to turn to another individual for information than to search a nonhuman source such as a file or database, pointing to the value of interactive work as a business asset. It is estimated that over 70% of what people know about their jobs is gained through everyday interactions with their colleagues. 5,6

Research has definitively linked environments characterised by visibility, openness and greater worker mobility to effective collaboration. Proximity and visual contact help people interact frequently and build relationships that help them share information, think creatively and reach more innovative solutions. This was echoed in Gensler's 2006 workplace survey that correlated collaboration with innovation.⁷

LEARN



Knowledge economy companies are increasingly aware that the success of their people is determined by not just what they know but how fast they can learn and share their learning.

Learning must be integrated into all aspects of a job because of the constant demands of change and the need for increasingly skilled workers, which traditional education cannot rapidly supply. In addition, companies want to avoid down-time while an employee trains. For all these reasons, there is tremendous pressure for workplaces to integrate learning with every aspect of daily activity.⁸

The design, development and facilitation of learning at work requires careful consideration of the context of the learning styles of participants. Researchers have identified multiple ways in which adults learn. Each learning style has different implications for when, how and where learning takes place, and suggests variations in the physical environments required to support them, challenging organisations to create not just discrete spaces where people learn, but entire workplaces that support varied employee needs.

STRUCTURED LEARNERS

Prefer teacher-directed, highly structured programmes with explicit assignments that are assessed by the instructor; lectures and tutorials

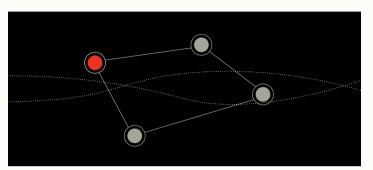
COLLABORATIVE LEARNERS

Discussion-oriented with a preference for group projects, collaborative assignments and social interaction; role playing

INDEPENDENT LEARNERS

Prefer to influence the content and structure of individually-directed learning programs; distance learning, computer or web-based learning

SOCIALISE



In today's knowledge economy, the flow of information between and among people is at a premium. The sense of community developed through building a social collective creates the pathways of information sharing and establishes the common values, culture and mission of an organisation.

Researchers Cross and Prusak concluded that knowledge economy success will be increasingly social and relational, with work accomplished through informal networks more than organisational hierarchies.¹⁰

Social capital refers to the value of the connections among individuals in a social network and the norms of reciprocity and trust that arise from these groups. It contributes value by creating knowledge and new organisational resources that enhance the potential for individual and collaborative action.

Trust is an essential component of social capital. The greater the level of trust within a community, the greater the likelihood of co-operation. Similarly, mutually-held values and shared beliefs are fundamental to the collaborative process, and are closely tied to the flow of information in networks. Social capital facilitates people's ability to act on these beliefs and expectations.

Social networks help organisations solve problems, learn, innovate, and adapt. They have been cited by researchers as an organisational advantage because of their capacity to produce new knowledge. Research has also shown that the differences between firms may stem from their ability to create and effectively operate as a social collective. Firms that develop a robust social infrastructure are likely to be more successful.¹²

Note: Research references begin on page 34.

6 Gensler 2008 Workplace Survey / United Kingdom 7

Gensler's 2008 Workplace Survey shows that the physical work environment is an asset with a specific and quantifiable impact on business success. The results showed that top performing companies—those with higher profits, better employee engagement and stronger market and brand position—have significantly higher-performing work environments than average companies.

FINDING ONE:

SUCCESS IN A KNOWLEDGE ECONOMY MEANS WORKING DIFFERENTLY.

Through our projects with thousands of different companies, Gensler has identified key similarities that-connect all knowledge economy companies. Four work modes—focus, collaborate, learn and socialise—are the shared language of knowledge economy work-places, and are central to our 2008 survey research.

We found that employees at top performing companies not only spend more time collaborating and learning, they consider that time more critical to job success than their peers at average companies, who remain focus work-centered.

FINDING TWO:

TOP PERFORMING COMPANIES DESIGN THEIR WORKPLACES TO SUPPORT ALL FOUR WORK MODES.

Our findings clearly show that top performing companies design more effective workplaces allowing people to spend higher-quality time in the work modes that matter most to their job success. We analysed how effectively various work spaces support the work modes and found there is a dramatic opportunity for companies to implement workspace improvements unleashing further potential of their employees and their organisation.

FINDING THREE:

EFFECTIVE WORKPLACE DESIGN DIRECTLY CORRELATES TO IMPROVED BUSINESS PERFORMANCE.

Gensler's 2008 Workplace Survey definitively connects profit and revenue growth, employee engagement and strong corporate brand to a well-designed workplace. Using Gensler's Workplace Performance IndexSM measurement and analysis tool for work environments, our findings demonstrate that companies with the most effective workplaces are the most successful businesses.



HOW WE DEFINE TOP PERFORMING COMPANIES

To fully understand how the most successful companies work differently, we asked survey participants to rank their employers on a scale of one to seven (poor to excellent) for the following eight success factors which are universally accepted measures of corporate leadership from a financial, brand, and employer-of-choice standpoint:

- Leadership in their industry
- Financial strength
- Development and creation of quality products or services
- Innovation
- Promotion of work/life balance
- Superiority in management capabilities
- Ability to attract and retain talent
- Responsibility to the community and environment

Companies rated "excellent" in seven of the eight success factors are considered top performing companies throughout this report.

8 Gensler 2008 Workplace Survey / United Kingdom 9

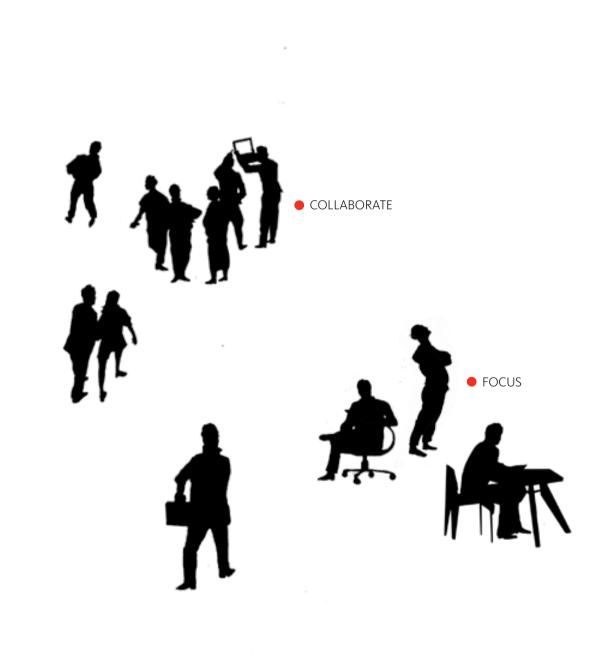
SUCCESS IN A KNOWLEDGE ECONOMY MEANS WORKING DIFFERENTLY.

LEARN SOCIALISE •

Gensler's 2008 Workplace Survey asked participants two key questions to understand how the four work modes contribute to job performance in a knowledge economy workplace:

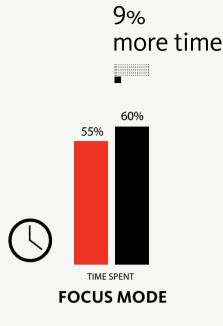
- Q: How critical is this work mode to your job role?
- Q: How much time do you spend in this work mode over the course of the average week?

Gensler's findings reveal a workplace that is filled with varied and dynamic interactions, and not just long hours of solitary work. We found that collaborating, learning, and socialising are as important to individual job performance as focus work and that people at top performing companies spend their time in a very different mix of work modes than average companies do.



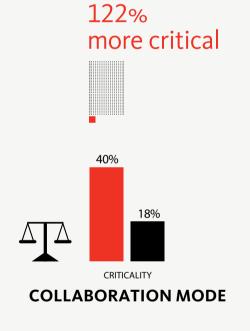
AVERAGE COMPANIES ARE CENTERED ON FOCUS WORK

Average companies spend 9% more time in focus mode than top companies.



TOP COMPANIES COLLABORATE MORE

Top performing companies spend 14% more time collaborating than average companies and consider collaboration more than twice as critical to job success.



■ Top Performing Companies Average Companies

Top Performing Companies

Average Companies

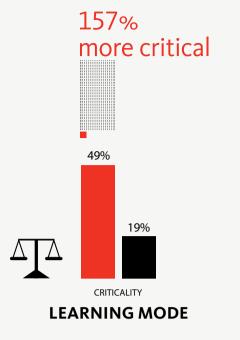
IMPROVING WORK MODE PERFORMANCE

Respondents from all companies projected that better designed work spaces would yield significant improvement for their performance of each work mode: 22% improvement in focus, 21% in collaboration, 21% in learning, and 22% in socialising.

This establishes the equal importance of improving spaces for focus, collaboration, learning and socialising to improve employee job performance.

LEARNING IS FAR MORE IMPORTANT TO TOP COMPANIES

Compared to average companies, top performing companies consider learning 157% more critical to job success, and spend 25% more time in this work mode.

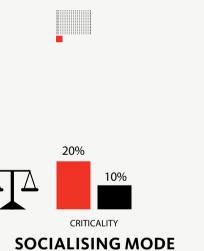


Top Performing Companies

Average Companies

TOP PERFORMING COMPANIES VALUE SOCIALISING

Overturning the notion that socialising is a time-waster rather than a business asset, top performing companies consider it twice as critical than average companies.

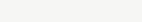


100%

more critical

Top Performing Companies

Average Companies



These findings provide insight into the complex equation of what creates value in a knowledge economy: work can be improved through the right proportion of four work modes, and in top performing companies, even greater economic value

is derived from collaboration, learning, and socialising. Employees believe that a better designed workplace would increase productivity and motivational levels.

TOP PERFORMING COMPANIES DESIGN THEIR WORKPLACES TO SUPPORT ALL FOUR MODES.

Understanding that workplace improvements can help people focus, collaborate, learn and socialise better, our survey questions delved deeper into how effectively today's workplaces support employees:

- O: Where do you perform each work mode: primary work space, meeting areas, training areas, common/support areas?
- Q: How effective are those work spaces in supporting each mode?
- Q: What is the quality of the space attributes of your workplace such as light, air, layout, furniture and storage?

We found again that the knowledge economy's top performing companies behave differently, painting a new picture of the way work environments impact individual and organisational performance.





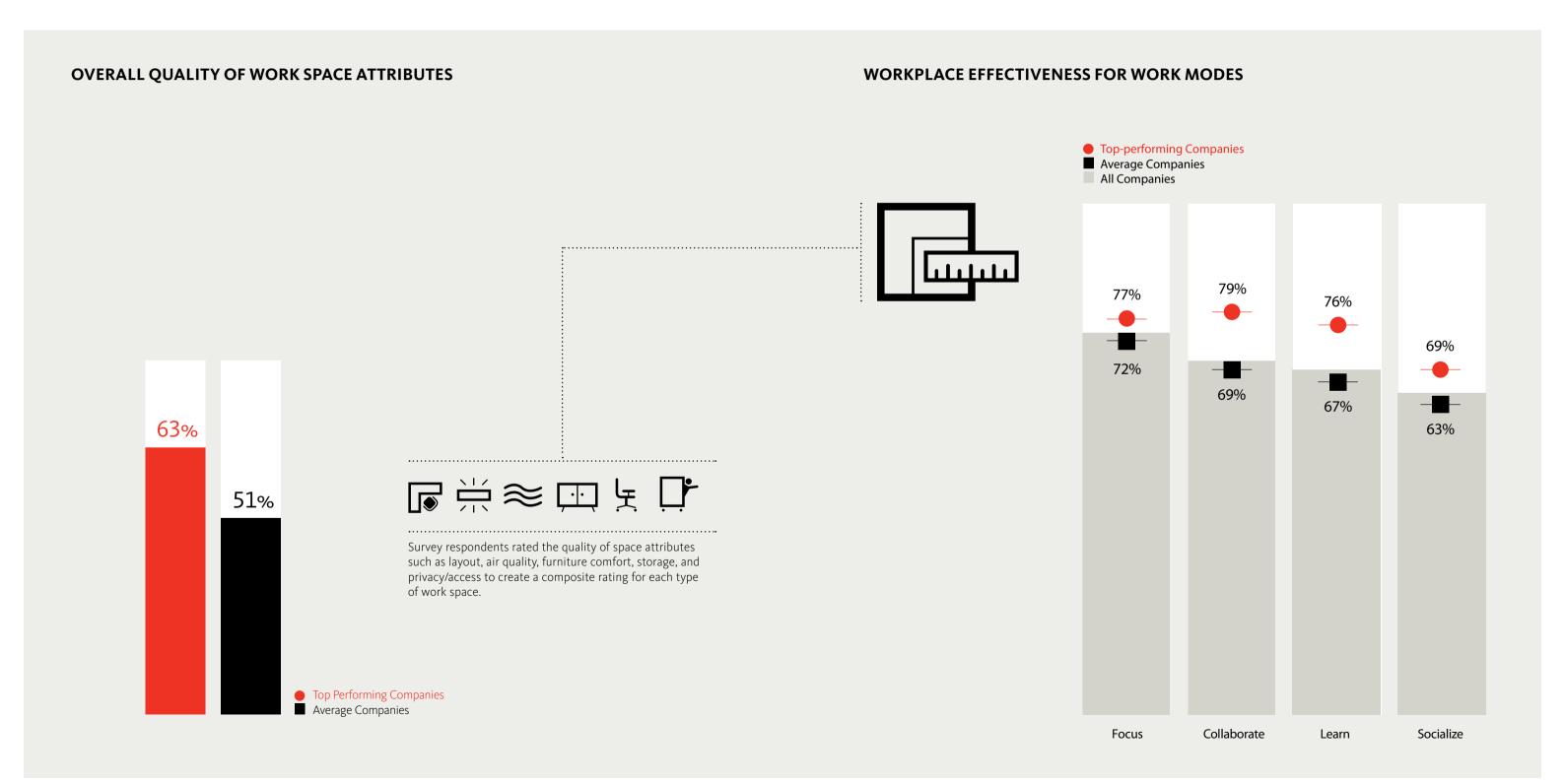
THE SECOND STEP IS AN EFFECTIVE WORKPLACE

Good places for work start with basic functionality and support of human needs. The quality of attributes such as light, air, furniture, and space layout contributes to a workplace that is sustainable, ergonomically sound, and flexible. Top companies ranked the quality of their work spaces 12 points higher than average companies.

With this understanding of the basic quality of a workplace as a foundation, we can start to consider the pattern of activities taking place there and how a company is using their workplace for individual and group work modes.

Top performing company work spaces are ranked effective by more people for supporting knowledge work. There is a 5-point gap in the focus mode, a 10-point gap in the collaborate mode, 9-point gap in the learning mode and 6-point gap in the socialising mode.

Higher workplace quality and effectiveness help people perform their jobs better. As we continued to explore these dynamics, we also found that they contribute significantly to the intangible assets that matter so much in a knowledge economy.



EFFECTIVE WORKPLACES HELP DRIVE EMPLOYEE ENGAGEMENT

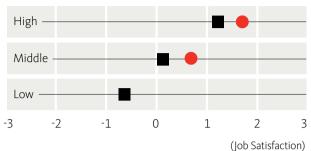
We evaluated several metrics of employee engagement to better understand how support of people's daily work modes translates to organisational performance.

At top companies, 59% of employees are satisfied or highly satisfied with their workplaces. Just 26% of average companies can say the same, with an 18-point drop-off between highly satisfied and satisfied employees.

Job Satisfaction (-3 to +3 scale)

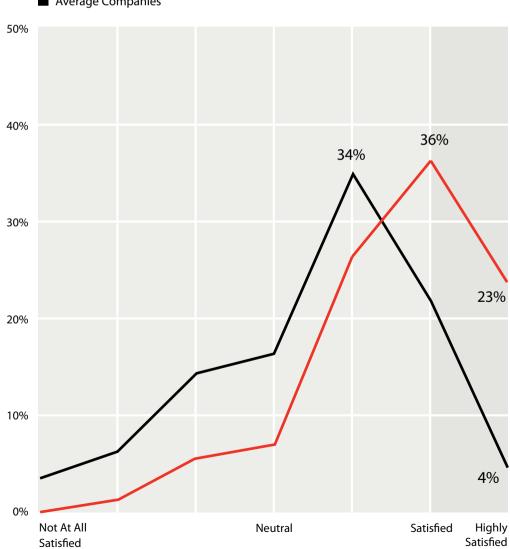
Top Performing CompaniesAverage Companies

(Workplace Satisfaction)



WORKPLACE SATISFACTION

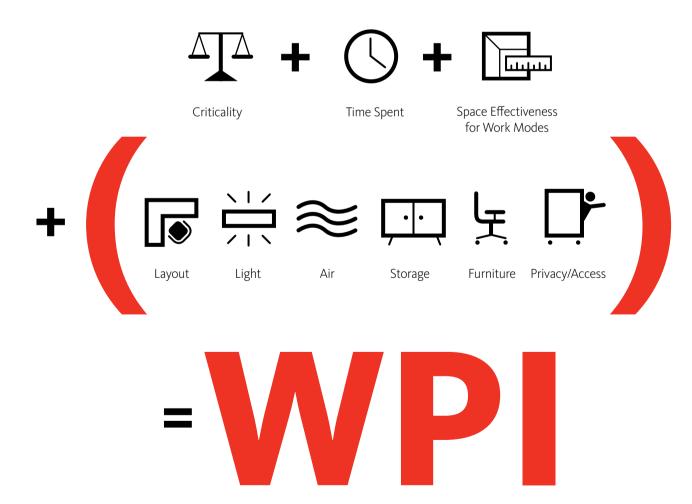
Top-performing CompaniesAverage Companies





Measuring workplace effectiveness is valuable; understanding exactly what drives effectiveness up or down allows companies to problem solve and maximise strengths, ensuring a workplace design that is effective for knowledge economy work modes.

Gensler's Workplace Performance IndexSM (WPI) measurement and analysis tool for work environments helps clients understand specifically what comprises space effectiveness so that design solutions can be highly targeted. The WPI is a web-enabled pre- and post-occupancy evaluation tool that creates an index based on work mode criticality, work space effectiveness for work modes, time spent and the quality of individual attributes of each type of work space. The 2008 Workplace Survey responses are now part of Gensler's global database that provides clients with comparative information for benchmarking purposes.

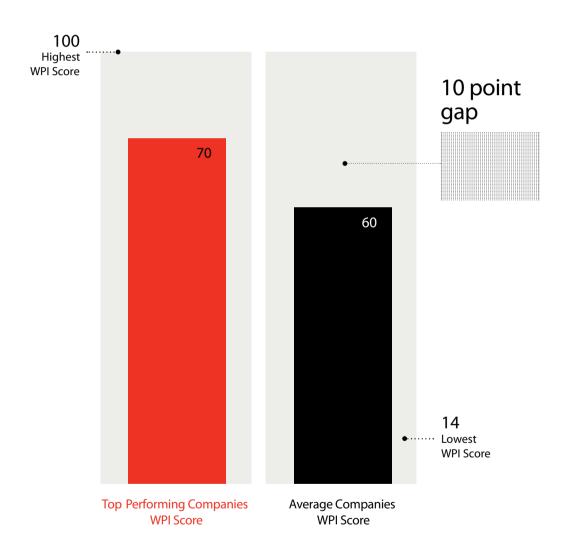


Where did our survey respondents land on the WPI scale, in which 100 is a perfect score? The WPI score for all survey respondents was 62. Separating top-ranked companies from average showed a 10-point gap in WPI score, with top companies at 70.

Earlier, survey respondents identified significant improvement in every work mode given better work spaces. In both top performing and average companies, respondents indicated that improvements in elements such as light and air quality, furniture comfort, layout functionality, visual access and acoustic qualities would increase the effectiveness of their workplaces.



These findings are based on a survey designed by Gensler in collaboration with an independent research firm. The survey was conducted with a random sample of 300 full-time, in-office workers. Respondents covered all staff levels from varied industries including banking, legal, consulting, technology, and consumer goods.



The effectiveness of spaces where work happens impacts employees performance and satisfaction in a knowledge economy workplace. Top performing companies are and socialising to improve organisational designing more effective workplaces than

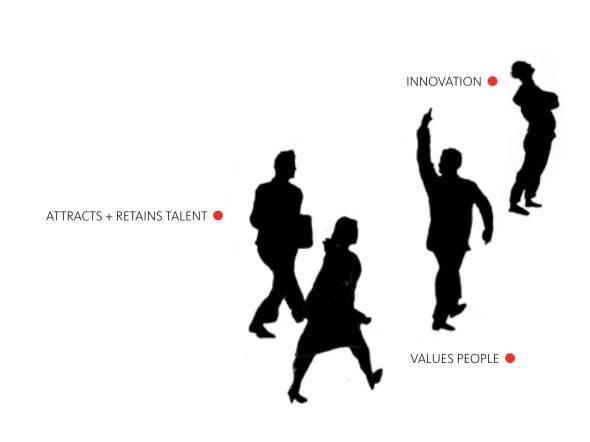
most, but all companies can do more to make their work environments better support focusing, collaborating, learning performance.

EFFECTIVE WORKPLACE DESIGN DIRECTLY CORRELATES TO BETTER BUSINESS PERFORMANCE.

Using Gensler's Workplace Performance IndexSM (WPI) measurement and analysis tool for work environments, we assessed the relationships between work modes, workplace effectiveness and key business performance metrics. Our evaluation asked these questions:

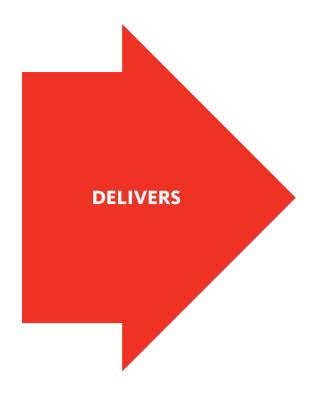
- Q: Top performing companies work differently and have more effective workplaces—are they also the most financially successful? How well do they perform on other business metrics?
- Q: Do even average companies with higher workplace effectiveness ratings perform better?

The results show that as a company's WPI rises, their scores on multiple business metrics also rise, including profit, market position, innovation capabilities, employee engagement and brand.





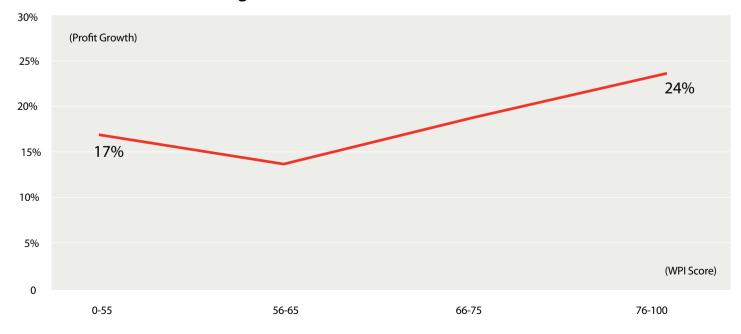
HIGHER **WPI SCORE**



BETTER FINANCIAL **PERFORMANCE**

As WPI scores rise, the three-year average profit growth of companies increases, hitting 20.5% at the highest levels, almost twice as high as the lowest WPI scores.

Three-Year Annual Average Profit Growth vs. WPI Score



Financial performance is the cornerstone of measuring business success. In the knowledge economy, corporate profitability and growth are driven more by organisational capabilities than by control over physical assets. This is reflected in IBM's 2008 global CEO study in which market

16%

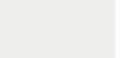
factors and people factors were rated equally as the top drivers affecting businesses.¹³ Additional factors including market leadership, innovation, brand, and employee engagement create a multi-dimensional bottom line that drives profit and revenue strength.

Profit Growth

21%

Revenue Growth

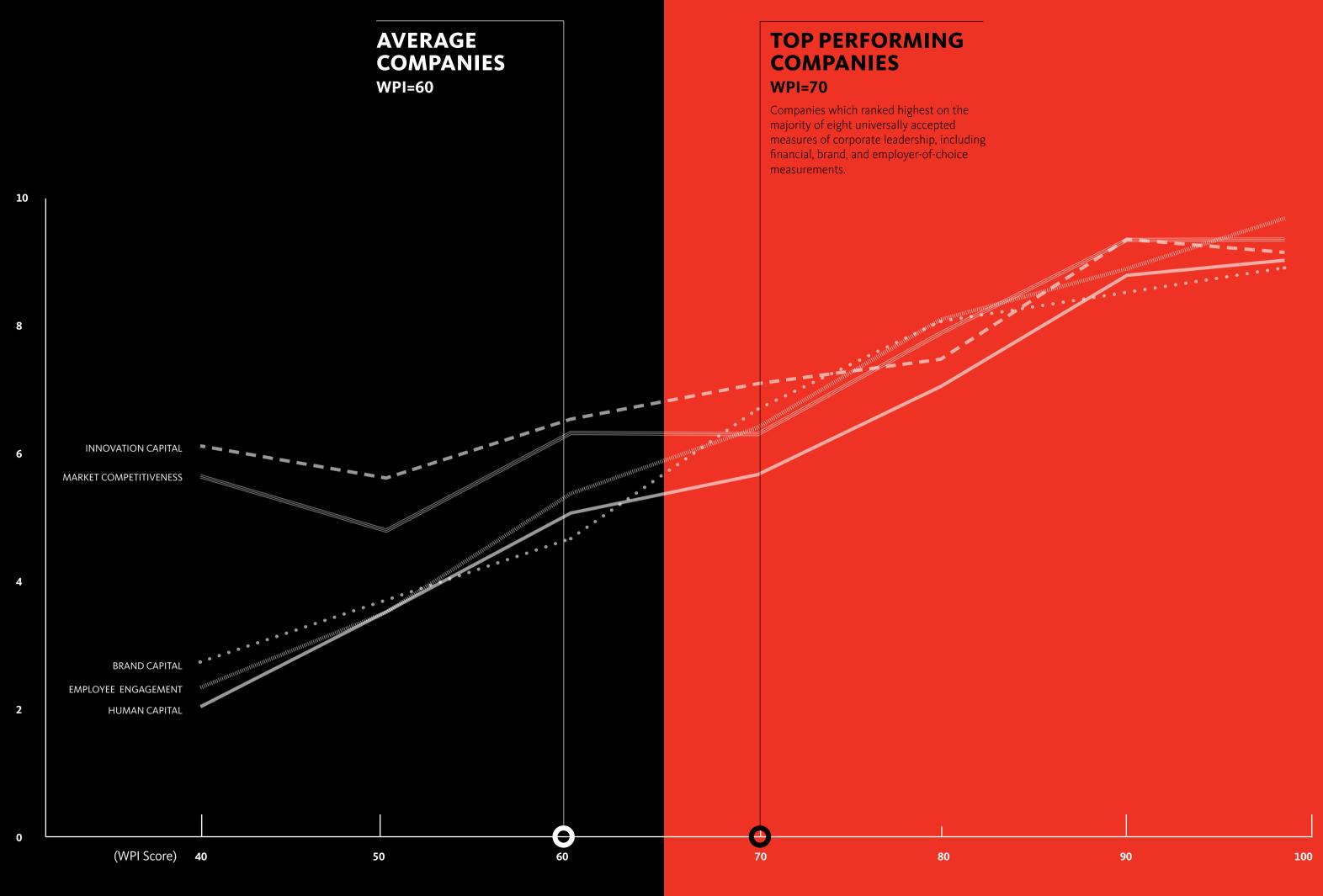
22%



18%

Respondents at managerial level and above were asked to report profit and revenue growth. Research indicates a high level of confidence in the accuracy of management responses to questions about the financial performance of their company.

Top Performing Companies Average Companies



THE VALUE OF **EMPLOYEE ENGAGEMENT**

The Conference Board defines employee engagement as "a heightened emotional connection employees feel for the company that influences the expenditure of discretionary effort."14

Employee engagement has become increasingly important to business success in the knowledge economy; connecting people to an organisation's values and brand creates a sense of meaning and value that complements cash and benefits compensation. Research by Gallup points to higher performance, profitability and tenure from more engaged

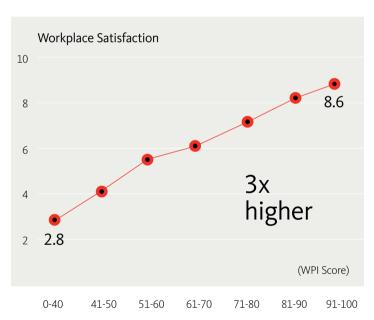
employees, and several factors in Gallup's Q-12 system, a research-based diagnostic for employee engagement, relate to workplace resources, company brand, and support of work modes.15

Gensler studied factors associated with employee engagement and human capital to understand the impact that effective workplaces could have on this aspect of organisational capability, including recruitment and retention, work-life balance, and valuing people.

Additional human capital measures show the same alignment; As organisations compete, increased levels of engagement companies with the highest WPI scores have close to perfect rankings on valuing people, attracting/retaining talent and work/life balance. Scores for valuing people are two to three times higher when WPI scores are 80 or more versus the 0-40 group.

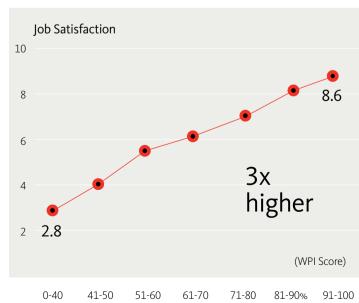
are critical for realising innovation, speed to market, and better-leveraged intellectual capital. The financial implications of this emotional commitment are clear through not only our research findings but others, including a landmark UK study that shows increasing job satisfaction and organisational commitment accounts for 10% greater profitability and 23% greater productivity.16

Employee Engagement Indicators



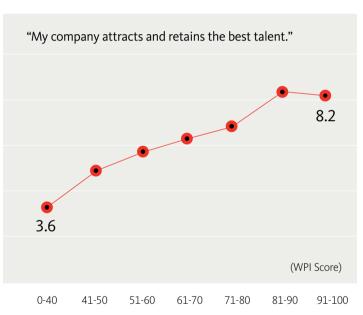


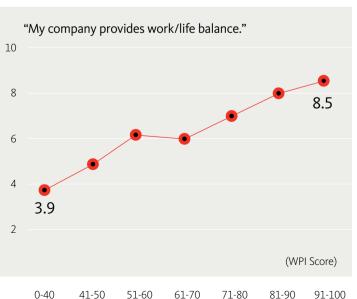




Human Capital Indicators







BUILDING BRAND AND MARKET COMPETITIVENESS

In its 2007 annual survey of global brands, Interbrand asserts that "brands are value generators for business." Their research indicates that on average, brands account for more than one-third of shareholder value, with prominent global brands deriving up to 70% of their value from brand equity alone.17

In addition to supporting the work that people do, a workplace speaks volumes about a company, giving employees and visitors a visual point of reference that reflects the company's

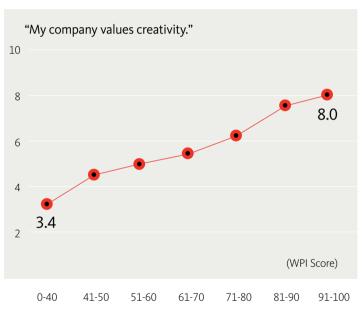
mission, values, and brand. Strong assessments of brand factors such as creativity, collaboration and corporate responsibility are associated with higher WPI scores and vice versa.

WHAT EVERY COMPANY **WANTS: INNOVATION**

Knowledge economy organisations seek innovation as a source of competitive advantage. Business Week magazine's annual "Most Innovative Companies" list celebrates companies for valuing creative people, establishing creative cultures, diversifying their "idea portfolio" and seeking innovation, whether economic times are good or bad.¹⁸

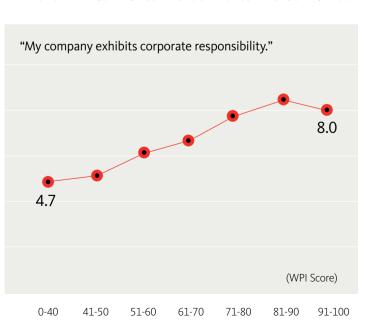
Our research found that innovation capital measures are higher at companies with stronger WPI scores; environments that better support the collaboration, learning and socialising work modes do a better job allowing the seeds of innovation to be nurtured and grow.

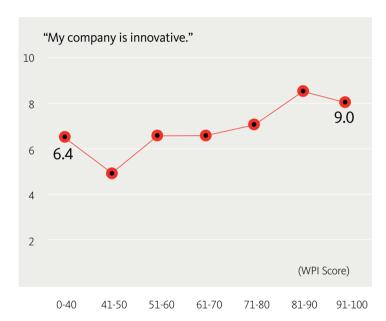
Selected Brand, Market and Innovation Capital Indicators



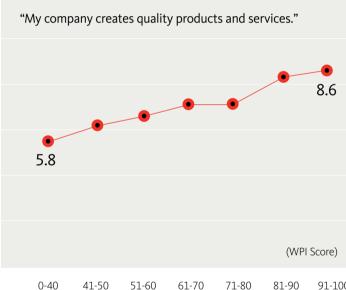














The workplace is an asset that companies can use to make transformational improvements to their organisational capabilities and drive stronger financial performance.

Higher WPI scores translate to improvement in key metrics that matter in the knowledge economy: talent attraction and retention, brand strength, market leadership, creativity, innovation, profits and revenue.

CONTINUED EXPLORATION

Gensler undertook a two-part initiative to understand how the 2008 Workplace Survey findings resonated with our client partners and within our own design teams.

CLIENT ROUNDTABLES

Gensler conducted a series of roundtable discussions with our clients and staff, where we presented the survey findings and engaged in conversations about key ideas. Overwhelmingly, our clients acknowledged that knowledge economy work practices have changed but that many organisations have not recognised the full potential in these changes—essentially, they are prolonging workplace practices that conflict with new realities.

They also agreed that collaboration is the paramount discipline to master in knowledge work, and that creating effective collaboration work spaces is equally as difficult. High amounts of collaboration are happening in primary work areas that were created for focus mode, thus disrupting the effectiveness of such spaces.

Roundtable participants agreed that learning at work has to move from an isolated, abstract activity to an inherent part of everyday work life, and that design plays a key role in enabling this improvement. Perhaps the strongest client response was around the increasing importance of socialising in the workplace. Clients cited improved staff retention. communication and innovation as critical outcomes of this work mode.

DESIGN CHARRETTES

Gensler is conducting an ongoing series of design charrettes in the U.K. and U.S. in response to our survey findings. We asked more than 300 designers across the firm to create the different kind of workplace implied by the survey findings. Ideas have been both pragmatic and highly inventive, providing many new concepts that we can use to inform real-life client situations. Future papers and online features will explore these ideas in greater depth.









Gensler's Workplace Survey series represents a continuum of efforts; each report builds on the research and findings of the previous surveys. Gensler's Workplace Survey series represents a continuum of efforts where each report builds on the research and findings of previous surveys. To this point, surveys have focused on the U.K. and U.S.; future initiatives will cover Asia and other markets. Survey methodologies are aligned for comparative analysis purposes.

2005

Findings from Gensler's 2005 U.K. Workplace Survey showed that workplace design is a significant factor to employees, and revealed that nearly 60% of the U.K. workforce felt that their space did not reflect or support their job function or creativity. In addition, the survey discovered the potential for a 19% increase in productivity through higher-performance spaces. This percentage increase translated into £137 billion pounds in overall lost profit each year.

2006

The 2006 U.S. Workplace Survey revealed that the workplace is also a significant factor to U.S. workers, with 9 in 10 reporting that workplace affects their productivity. Respondents reported a 21% potential increase in productivity if spaces were better designed, translating into \$377 billion in lost opportunity each year. The 2006 U.S. survey findings were combined with focus group-based perspectives of more than 100 real estate and facilities decision-makers, leading to the identification of four primary workplace drivers: diversity, distance, corporate responsibility and work modes.

This report's findings are based on an original survey designed by Gensler in collaboration with independent research firm Added Value, a subsidiary of WPP.

Survey Sample

The 2008 Workplace Survey was conducted with a national, random sample of 300 full-time, in-office workers—defined as workers who spend most of their time working at a primary, assigned location. Respondents covered all staff levels. The study included respondents from specific industries including: banking, legal, media & entertainment, consulting, technology and consumer goods.

Survey Questions

We developed questions to place data about the physical work environment in a larger business and workplace context, looking for:

- Evaluation of company business success based on eight established indicators: leadership in their industry; financial strength; creation of quality products or services; innovation; promotion of work/life balance; superior management capabilities; ability to attract and retain talent; responsibility to community and environment19
- The company's profit and revenue growth
- Perceptions of the workplace in relation to company values, brand and performance
- Evaluation of physical workplace factors

ENDNOTES

ABOUT GENSLER

In addition to the findings from our 2008 study, this Design+Performance Report draws on prior Gensler research, secondary research, and our ongoing client experience.

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This Design+Performance Report features our 2008 Workplace Survey, a quantitative assessment of the role that workplace design plays in business and individual performance.

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