

## Access to Experts

### Francisco Dao

Francisco Dao is a consultant and speaker in the area of organizational performance and strategy. He is a sales and leadership columnist for Inc.com, and has served as a strategic development consultant to numerous technology start-ups. Mr. Dao was the founder of TDEC Inc., and held senior positions in sales and Asia-Pacific Rim development for several technology firms. He can be reached at [FDao@FranciscoDao.com](mailto:FDao@FranciscoDao.com)

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## Publications by Francisco Dao

### Executive Action Report

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- [Business Is Evolving - Just Not In The Ways You Might Think](#)  
31 May, 2005
- [Forget the Free Sodas – They Don't Motivate Anyone](#)  
18 November, 2004