

Disciplined Growth Strategies: Insights From The Growth Trajectories Of Successful And Unsuccessful Companies

Prepared and Resolved deals with the common challenges of business growth, performance and change. It presents a practical framework for leading and managing in a dynamic and complex business world. The framework outlines the key issues in strategy direction, integration and employee plan. Prepared and Resolved examines the role of communication and cultural values in everyday management and leadership. In every section of the book, the author poses critical questions that help engage strategic thought and behavior. Prepared and Resolved speaks and operates at every level of the organization.

In his re-published book The Insight Discipline, Liam Fahey details the analysis methods and modes of deliberations required to overcome the insight challenge and to create an insight-driven culture. He lays out the business case for why leaders must emphasize the goal of attaining maximum value from analysis.

A 5-part process that will transform your organization — or your career — into a non-stop creativity juggernaut We live in an era when business cycles are measured in months, not years. The only way to sustain long term innovation and growth is through creativity—at all levels. This book shows you how to create profitable new ideas, empower all your employees to be creative, and sustain your competitive advantage over the long term. Linkner distills his years of experience in business and jazz — as well as hundreds of interviews with CEOs, entrepreneurs, and other leaders — into a simple-to-use process. Shows how creativity can be easy for you and your organization. The methodology is simple, backed by proven results. Empowers individuals, teams, and organizations to meet creative challenges posed by the marketplace Turns the mystery of creativity into a simple-to-use process Shows how creativity can be innovative, game-shifting breakthroughs to incremental advances and daily improvements to business processes Offers dozens of practical exercises, thought-starters, workouts to grow “creative muscles,” and case studies Disciplined Dreaming shows even the stuffiest corporate leaders how to become more competitive in today’s shifting marketplace. • #4 New York Times Best Seller (Advice, How-To and Miscellaneous) • #8 New York Times Best Seller (Hardcover Business) • #2 Wall Street Journal Best Seller (Hardcover Business) • #9 Wall Street Journal Best Seller (Hardcover Business) Washington Post Best Seller (Hardcover Nonfiction) • #1 USA Today Best Seller (Money) • #10 Entertainment Weekly Best Seller (Hardcover Nonfiction) • #10 Publishers Weekly Bestseller (Hardcover Nonfiction)

Future-proof your business today for stronger performance tomorrow The Stress Test Every Business Needs: A Capital Agenda for Confidently Facing Digital Disruption, Difficult Investors, Recessions and Geopolitical Threats provides a comprehensive approach to creating value in a business environment that presents both great risks and opportunities every day. The authors extend the banking “stress test” concept to a company’s Capital Agenda — how executives manage capital, execute transactions and apply corporate finance tools to strategic and operational decisions. A Capital Agenda, however appropriate for your current market position, is not enough in today’s uncertain world. Long-term success comes from building resilience into each element and in the way those elements interact. The book uses a broader definition of business stress that includes geopolitical risks, as well as technological disruption, hostile takeovers and activist shareholders. Companies that make poor strategic decisions or underperform operationally will likely find themselves facing great stress. And that stress is symmetric; threats come from downsides as well as upside. Chapters address the how and why of essential issues such as: Formulating corporate strategy in a digital world Pre-empting activist shareholders Restoring distressed companies to operational and financial health Ensuring effective collaboration among strategy, finance and operations Proactively managing intrinsic value Rigorously allocating capital across the enterprise Acquiring and divesting for optimum value Syncing financing decisions with business strategy and capital market conditions Incorporating tax planning throughout the Capital Agenda Leveraging working capital management practices Aligning strategic goals and metrics to reach your company’s full potential Companies that develop strategy and set operational priorities with a balanced Capital Agenda are best positioned to control their own destiny. The Stress Test Every Business Needs: Future-proof your business today for stronger performance tomorrow.

Eurasian Business and Economics Perspectives

The Disciplined Pursuit of Less

Edge Strategy

Third World Lessons for First World Growth

365 Days With Self-Discipline

Good to Great

Essentialism

#1 NEW YORK TIMES BESTSELLER • “ This book delivers completely new and refreshing ideas on how to create value in the world. ” —Mark Zuckerberg, CEO of Meta “ Peter Thiel has built multiple breakthrough companies, and Zero to One shows how. ” —Elon Musk, CEO of SpaceX and Tesla The great secret of our time is that there are still uncharted frontiers to explore and new inventions to create. In Zero to One, legendary entrepreneur and investor Peter Thiel shows how we can find singular ways to create those new things. Thiel begins with the contrarian premise that we live in an age of technological stagnation, even if we’re too distracted by shiny mobile devices to notice. Information technology has improved rapidly, but there is no reason why progress should be limited to computers or Silicon Valley. Progress can be achieved in any industry or area of business. It comes from the most important skill that every leader must master: learning to think for yourself. Doing what someone else already knows how to do takes the world from 1 to n, adding more of something familiar. But when you do something new, you go from 0 to 1. The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won’t make a search engine. Tomorrow’s champions will not win by competing ruthlessly in today’s marketplace. They will escape competition altogether, because their businesses will be unique. Zero to One presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: it starts by learning to ask the questions that lead you to find value in unexpected places.

A look at the troubled manifestations of perfectionism—low self-esteem, the need to control others, stifled creativity, fear of failure, and procrastination—shows readers how to pursue attainable excellence.

Develop the practical investment strategy skills you need to succeed in any market!– Practical explanations and examples help you master the key techniques professional investors use to make decisions.– Helps you define a coherent strategy that encompasses both value and growth.– Draws heavily on principles discovered by Peter Lynch, Warren Buffett, and other investment greats. With this book, every investor can develop a coherent investment strategy that encompasses both value and growth, draws upon the latest advances in business strategy, and utilizes powerful principles first discovered by world-class investors such as Peter Lynch and Warren Buffett. Valuegrowth Investing proves that investing in value and in growth are not mutually exclusive, and offers a practical strategy for achieving both goals. Using extensive real-world examples, Glen Arnold introduces the key financial tools professionals use to make their investment decisions, sharing new insight into stock price behavior based upon his successful career as a trader. From Ben Graham’s three forms of value investing to John Neff’s sophisticated ratio investing plan, to Warren Buffett’s and Charles Munger’s long term cash-flow investing and Philip Fisher’s bonanza investing, this book draws upon the best ideas of world-class investors – and shows how to leverage them in your own portfolio. For every experienced investor.

The majority of family businesses are both ill-prepared and ineffective at handling the emotional family related and the rational business related complexities they face. This book, a nine year study of multi-generational award winning family businesses, provides new and deep insights into their long-term success strategies.

A Disciplined Approach to Investment

Why Some Companies Make the Leap...And Others Don't

The Stress Test Every Business Needs

Profit from the Core

Hungry Start-up Strategy

The Insight Discipline

Why Only a Few Cities Dominate the Global Startup Scene and What the Rest Should Do About It

Crafting New Marketplace Understanding that Makes a Difference

When it comes to your relationship with marketing, it's time to wipe the slate clean. You've been promised big results with a quick turnaround. You've been told that social media is a silver bullet for increased sales (so far, you haven't seen an impact). Your marketing team and vendors have overpromised and underdelivered, and you're disappointed. You're frustrated. Perhaps you're close to giving up on marketing entirely, but something tells you that you shouldn't—you just need to know how to use it wisely. ? In Lies, Damned Lies, and Marketing, Atul Minocha reveals the root causes of your frustration and provides you with the insight you need to utilize your marketing dollars for real results. He helps you understand why you need marketing, the important distinctions between marketing and sales, and how to attain the right blend of hard data and softer creativity to persuade your audience. Investing with him more than thirty-five years of experience, Atul shows you how to make marketing work for you and finally achieve the results you've been waiting for.

Are you tired of being a slave to circumstances beyond your control? Lacking discipline and need a clear direction on how to be more productive, prolific and purpose-driven? Are you blocked by obstacles that stop your progress? The Discipline of Masters focuses on employing discipline as a means to achieve something greater than ourselves. By putting into practice the action steps you'll find at the end of each of these key areas, you will become more prolific in achieving your goals, become more focused, and condition your mindset to evolve beyond its current state. Destroy your obstacles and open up a clear pathway to becoming more creative. Learn to master the core areas of your life that impact happiness, achievement, growth, and creativity, developing the creative genius within you. Once you take action on these ideas, you can be creative, build more income, and live the life you were born to lead. The Master of Destroying Obstacles Master the step-by-step formula for tackling procrastination, perfection, fear, and addiction. Learn to break down your obstacles so they have less power over you. The Master of Time Investment Waste your time, waste your life. Learn the basics of managing your time so you get more out of your life. By putting into practice time management tools such as the Pomodoro technique and the 80/20 principle, you will be better equipped to manage your actions. The Master of Mentoring and Leadership As a mentor, you can help people get where they never imagined possible. Imagine working with someone and helping them to grow, explore, and, ultimately, succeed in an area of life they once dreamed of. If you want to make an impact on the world, it begins with leading people. The Master of Building Creative Ideas Don't lose the good stuff because you forgot to write it down. Learn to capture your ideas and apply creativity to make positive changes. By keeping your ideas and turning them into a plan of action, you can develop new products or build the dream business you have always wanted. Imagine where your ideas could take you, and that is where you will end up. Written by bestselling author Scott Allan, The Discipline of Masters will teach you how to: Confront the fear of big obstacles blocking your growth Identify and eliminate your greatest self-defeating behavior Remove the quick-fix addiction cycle Challenge the old beliefs holding you prisoner Confront the habit of procrastination and learn to do it NOW Now you can focus your thoughts and actions toward conditioning your mind and attitude. You will also learn to... Build superior performance activities with the best time management techniques Invest in yourself through priority investment planning Focus on life design instead of life crisis Create a system for capturing your most prolific ideas. Are you ready for more? Download The Discipline of Masters right NOW and start your journey towards self-mastery and a life of greater freedom. Scroll up and click the BUY NOW button at the top right of this page!

Beat the odds with a bold strategy from McKinsey & Company “Every once in a while, a genuinely fresh approach to business strategy appears” – legendary business professor Richard Rumelt, UCLA McKinsey & Company's newest, most definitive, and most irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. Strategy Beyond the Hockey Stick is spearheading an empirical revolution in the field of strategy. Based on an extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that enables you to objectively assess your strategy's real odds of future success. “This book is fundamental. The principles laid out here, with compelling data, are a great way around the social pitfalls in strategy development.” — Frans Van Houten, CEO, Royal Philips N.V. The authors have discovered that over a 10-year period, just 1 in 12 companies manage to jump from the middle tier of corporate performance—where 60% of companies reside, making very little economic profit—to the top quintile where 90% of global economic profit is made. This movement does not happen by magic—it depends on your company's current position, the trends it faces, and the big moves you make to give it the strongest chance of vaulting over the competition. This is not another strategy framework. Rather, Strategy Beyond the Hockey Stick shows, through empirical analysis and the experiences of dozens of companies that have successfully made multiple big moves, that to dramatically improve performance, you have to overcome incrementalism and corporate inertia. “A different kind of book—I couldn't put it down. Inspiring new insights on the facts of what it takes to move a company's performance, combined with practical advice on how to deal with real-life dynamics in management teams.” —Jane Fraser, CEO, Citigroup Latin America This book presents selected papers from the 33rd Eurasia Business and Economics Society (EBES) Conference, virtually held in Madrid (Spain) due to the Covid-19 pandemic. The theoretical and empirical papers gathered here cover diverse areas of business, economics and finance in various geographic regions, including not only topics from HR, management, finance, marketing but also contributions on public economics, political economy and regional studies.

Destroy Big Obstacles, Master Your Time, Capture Creative Ideas and Become the Leader You Were Born to Be

Disciplined Growth Strategies

The Content Trap

The 15 Invaluable Laws of Growth

365 Life-Altering Thoughts on Self-Control, Mental Resilience, and Success

Competitive Strategy

When Good Enough is Never Enough

Escaping the Perfection Trap

Disciplined Growth Strategies Insights from the Growth Trajectories of Successful and Unsuccessful Companies

Capital Rising looks at globalization in a new way, namely, through the lens of global capital flows. These flows create new opportunities and threats for business-- compelling them to rethink fundamental strategic choices such as where to perform activities, which growing industries to invest and how to manage mature businesses. Based on dozens of case studies, interviews with practitioners and drawing on extensive academic literature, the authors extract best practices and use analytical tools and methodologies that will enable businesses to understand the impact of the global economy and capitalize on the wave of globalization. <http://www.petercohan.com/> Check out Peter Cohan's blog on AOL DailyFinance: <http://www.dailyfinance.com/writers/peter-cohan/> "Have you ever found yourself stretched too thin? Do you simultaneously feel overworked and underutilized? Are you often busy but not productive? Do you feel your time is constantly being hijacked by other people's agendas? If you answered yes to any of these questions, the way out is the way of the Essentialist. Essentialism isn't about getting more done in less time. It's about getting only the right things done. Only once we discern what is absolutely essential and eliminate everything else can we make our highest possible contribution toward things that truly matter. By forcing us to apply more selective criteria for where to spend our precious time and energy, the disciplined pursuit of less empowers us to reclaim control of our own choices, instead of giving others the implicit permission to choose for us. Essentialism is not one more thing to do. It's a whole new way of doing less, but better, in every area of our lives"--Back cover.

Emerging technologies such as the Internet and biotechnology have the potential to create new industries and transform existing ones. Incumbent firms, despite their superior resources, often lose out to smaller rivals in developing emerging technologies. Why do these incumbents have so much difficulty with disruptive technologies? How can they anticipate and overcome their handicaps? Wharton on Managing Emerging Technologies presents insights, tools, and frameworks from leading business thinkers based on the research of Wharton's Emerging Technologies Management Research Program. This pioneering industry-academic partnership, established in 1994, is one of the longest and broadest initiatives on the management of emerging technologies. For the first time, this book distills the insights from the program into a single volume for managers, covering a wide range of issues related to the successful management of emerging technologies. The editors contend that managing emerging technologies represents a "different game," requiring a different set of management skills, frameworks, and strategies than those used by established firms to manage existing technologies. In this book, experts from diverse fields examine key issues such as: Common pitfalls and potential solutions for incumbent firms in managing emerging technologies Strategies for assessing the potential of new markets and designing technologies to take advantage of market "lumpiness" The need for scenario planning and "disciplined imagination" to develop strategies under uncertainty The limits of patents in protecting gains from technology, and the use of lead time and other strategies The power of innovative financial strategies and the use of real options in making investments Using alliances and new organizational forms Developing a "customized workplace" Wharton on Managing Emerging Technologies represents a powerful survival kit for managers "dropped behind the lines" of these new technologies. The authors provide a comprehensive set of tools and insights that will help you understand the new challenges and develop effective strategies to succeed at this different game. Praise for WHARTON on MANAGING EMERGING TECHNOLOGIES "New technologies are transforming markets, businesses, and society at an ever-increasing rate. We have a critical need for better road maps for managing our way through this new terrain. This book offers critical insights and useful new models for thinking through these challenges." —Professor Thomas Gerrity, Director of the Wharton e-Commerce Forum "Wharton on Managing Emerging Technologies covers the emerging technology landscape-from strategy to finance to human resources-in a way that only a group of top scholars from many disciplines could do. Insightful, accessible, and smart ideas that make for 'must reading' for thoughtful executives in today's turbulent economy. The authors prove, once again, the power of research to yield deep insight into tough business problems." —Kathleen M. Eisenhardt, Professor of Strategy and Organization, Stanford University and coauthor, Competing on the Edge: Strategy As Structured Chaos "Wharton on Managing Emerging Technologies offers valuable insight for large established companies seeking growth in a dynamic market of rapid technological advancement. The entertaining cases and thoughtful analyses help managers create strategies, select options, and organize to successfully manage the interface between imagination and knowledge." —Jerry Karabelas, PhD, CEO, Novartis Pharma AG

Notes on Startups, or How to Build the Future

Leadership Strategies for Accelerating Growth

The Moment You Can't Ignore

How to Ride the Killer CPG Growth Curve

Discipline Strategy

Ten Types of Innovation

You Can't Order Change

The Discipline of Masters

A panel of renowned experts from around the world contributed to this authoritative handbook that covers the essential aspects of this most dynamic field of communications and networking activity. Edited by Dr. Kornel Terplan and Patricia Morreale - well known authorities in the field - provides basic principles and definitions, details the tremendous advances in technology, outlines implementation techniques, and discusses the outstanding issues and key challenges faced by communications and networking specialists. The telecommunications topics addressed include: broadband networks o Signal processing and coding schemes o Mobile and wireless networks o DSL technologies o Digital video and multimedia o Quality of service o Regulation o Standards o Emerging technologies Exhaustive in scope and packed with diagrams, tables, and illustrations, this book is an indispensable, detailed reference for engineers, analysts, managers, and students involved in a wide range of telecommunication and networking activities.

In this book, I outline a 4-Part approach to thinking smarter about growth as a CPG entrepreneur. It is based on years of anthropological research into how and why consumers pay for premium-priced CPG items and intensive 4P pattern analysis among an elite club of premium brands over a decade. Part 1. Designing to Command a Premium This is where many founders fail without realizing it. There is a cultural logic behind premium products that grow extremely fast. You should learn it. Part 2. Managing A Small Experiment Don't hit the gas too early. Successful experimentation until key KPIs appear. You should learn this art. Part 3. Fine Tuning the Conversion Playbook Steady velocity growth is essential to ramping your brand. Your team needs to learn the art of sustaining it in key geographies, so that you don't have to buy premature distribution. Scale There are three best practices in acceleration. Two of them are counter-intuitive to CPG veterans not expert in the ramping of premium CPG businesses. You need to learn how to deploy them.

In this inspiring guide to successful leadership, New York Times bestselling author John C. Maxwell shares his tried and true principles for maximum personal growth. Are there tried and true principles that are always certain to help a person grow? John Maxwell says the answer is yes. He shares his insights on development for over fifty years, and for the first time, he teaches everything he has gleaned about what it takes to reach our potential. In the way that only he can communicate, John teaches . . . The Law of the Mirror: You Must See Value in Yourself to Add Value to Yourself . . . Grow Yourself The Law of Modeling: It's Hard to Improve When You Have No One But Yourself to Follow The Law of the Rubber Band: Growth Stops When You Lose the Tension Between Where You are and Where You Could Be The Law of Contribution: Developing Yourself Enables You to Help Others . . . John Maxwell's Laws series (following the 2-million seller The 21 Irrefutable Laws of Leadership and The 17 Indisputable Laws of Teamwork) will help you become a lifelong learner whose potential keeps increasing and never gets "used up."

Companies, communities, and individuals fail for many reasons, but one of the most common—and easily avoidable—is the failure to reinvent. When people and organizations rest on prior successes rather than driving purposeful transformation, they discover too late that they have no competitive edge over their competitors and external forces. The most successful companies, brands, and individuals make reinvention a regular part of their business strategies. Transformation demands an ongoing process of discovery and imagination, and The Road to Reinvention lays out a systematic approach to reinventing yourself and your business. Venture capitalist and serial entrepreneur Josh Linkner identifies six elements in any business that are ripe for reinvention and shares examples, methods, and step-by-step techniques for creating deliberate, productive disruption. Throughout the history—the great rise, unprecedented fall, and now rebirth—of his beloved hometown, Detroit. First rising to greatness as the result of breathtaking innovation, Detroit had generations of booming growth before succumbing to apathy, atrophy, and finally bankruptcy. Now, it's time to reinvent. A sustainable success through an intense focus on reinvention. Linkner brings an insider's view of this incredible story of grit, determination, and creativity, sharing his perspective on Detroit's successes and setbacks as a profound example of large-scale organizational and personal reinvention. Decide: Will you drive that change, or be driven away by it? Will you disrupt or be disrupted? By choosing to deliberately reimagine your own status quo, you can secure a strong future for both your company and your career.

24 Steps to a Successful Startup

The Telecommunications Handbook

Wharton on Managing Emerging Technologies

Execution

Why Some Companies Make the Leap --and Other's Don't

Proceedings of the 33rd Eurasia Business and Economics Society Conference

Insights from the Growth Trajectories of Successful and Unsuccessful Companies

The Strategic Agenda for Growth, Performance and Change

The Challenge Built to Last, the defining management study of the nineties, showed how great companies triumph over time and how long-term sustained performance can be engineered into the DNA of an enterprise from the verybeginning. But what about the company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve enduring greatness? The Study For years, this question preyed on the mind of Jim Collins. Are there companies that defy gravity and convert long-term mediocrity or worse into long-term superiority? And if so, what are the universal distinguishing characteristics that cause a company to go from good to great? The Standards Using tough benchmarks, Collins and his research team identified a set of elite companies that made the leap to great results and sustained those

results for at least fifteen years. How great? After the leap, the good-to-great companies generated cumulative stock returns that beat the general stock market by an average of seven times in fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Coca-Cola, Intel, General Electric, and Merck. The Comparisons The research team contrasted the good-to-great companies with a carefully selected set of comparison companies that failed to make the leap from good to great. What was different? Why did one set of companies become truly great performers while the other set remained only good? Over five years, the team analyzed the histories of all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, Collins and his crew discovered the key determinants of greatness -- why some companies make the leap and others don't. The Findings The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy and practice. The findings include: Level 5 Leaders: The research team was shocked to discover the type of leadership required to achieve greatness. The Hedgehog Concept (Simplicity within the Three Circles): To go from good to great requires transcending the curse of competence. A Culture of Discipline: When you combine a culture of discipline with an ethic of entrepreneurship, you get the magical alchemy of great results. Technology Accelerators: Good-to-great companies think differently about the role of technology. The Flywheel and the Doom Loop: Those who launch radical change programs and wrenching restructurings will almost certainly fail to make the leap. "Some of the key concepts discerned in the study," comments Jim Collins, "fly in the face of our modern business culture and will, quite frankly, upset some people." Perhaps, but who can afford to ignore these findings? The first book to explore the unique leadership style of Boeing's acclaimed CEO Jim McNerney was one of Jack Welch's top protégés at General Electric and a finalist to replace the retiring Welch as CEO. McNerney lost that competition in 2001, but since then he has emerged as one of the most effective leaders of his generation. You Can't Order Change tells the amazing story of McNerney's turnaround at the world's leading aircraft manufacturer, which had faced a series of tough problems. Boeing is extremely hard to run, with more than \$66 billion in annual revenue and 161,000 employees. A new product like the 787 Dreamliner costs billions to develop over many years, with global production hurdles and little margin for error. Peter Cohan interviewed people who worked with McNerney throughout his career to explain why his consensus-driven style sets him apart. The title comes from a McNerney quote about the importance of winning hearts and minds with a clear vision of future success. McNerney combines Midwestern integrity and humility with the brilliance and drive of a Harvard Business School and McKinsey alum. This book reveals his approach to accountability, growth, cost cutting, leadership development, customer focus, and other universal challenges. The successful entrepreneur's guide to accelerating growth Daring to Compete offers real-world strategies to accelerate the growth of your business and secure your place as a market leader. This expert guide is the result of years of comprehensive research and experience from global professional services organization EY, originator of the celebrated "Entrepreneur Of The Year" program. Employing its worldwide reach and extensive network of successful entrepreneurs, EY has developed a model of sustainable business development—"The 7 Drivers of Growth™." This innovative and highly effective approach to strategic growth is an invaluable resource for high-growth businesses, entrepreneurs, and start-ups. Favoring practical strategies over abstract theories, this book provides clear guidance on the Customer; Funding and Finance; Transactions and Alliances; Risk; People, Behaviors, and Culture; Digital Technology and Analytics; and Operations. This book brings the application of these drivers to life by featuring insights from Entrepreneur Of The Year award-winning entrepreneurs from a wide range of industries and geographic locations. These entrepreneurs share how each driver functions in actual business situations and present first-hand advice on their application and implementation. Planned and sustainable growth is a challenge faced by businesses every day, from developing ventures to leading enterprises. Effective entrepreneurs embrace the drivers of growth and recognize what areas require sharper focus. This book allows you to identify and apply these elements in your own business—facilitating optimal outcomes and accelerating growth. This indispensable guide enables you to: Implement a proven business model to compete more effectively and achieve market leadership Gain the knowledge and confidence to face challenges, anticipate, and overcome obstacles Access research, tools, and services to accelerate growth and compete on a global scale Learn invaluable market leadership strategies from a team of highly successful entrepreneurs Developed from the real-life stories of EY Entrepreneur Of The Year winners, this book is an inspirational and informative must-read guide to business growth and market leadership. Daring to Compete is an invaluable resource for both aspiring and experienced entrepreneurs and established business leaders seeking to become more entrepreneurial. Presents the comprehensive framework of analytical techniques to help a firm analyze its industry as a whole and predict the industry's future evolution, to understand its competitors and its own position ...

Zero to One
 Disciplined Entrepreneurship
 A Proven System to Drive Breakthrough Creativity
 Wise Growth Strategies in Leading Family Businesses
 A New Mindset for Profitable Growth
 Daring to Compete
 Creating New Ventures with Limited Resources and Unlimited Vision
 The Discipline of Building Breakthroughs

Today's corporate deal makers face a conundrum: Though 70% of major acquisitions fail, it's nearly impossible to build a world-class company without doing deals. In *Mastering the Merger*, David Harding and Sam Rovit argue that a laserlike focus on just four key imperatives—before executives finalize the deal—can dramatically improve the odds of M&A success. Based on more than 30 years of in-the-trenches work on thousands of deals across a range of industries—and supplemented by extensive Bain & Co. research—Harding and Rovit reveal that the best M&A performers channel their efforts into (1) targeting deals that advance the core business; (2) determining which deals to close and when to walk away; (3) identifying where to integrate—and where not to; and (4) developing contingency plans for when deals inevitably stray. Top deal makers also favor a succession of smaller deals over complex "megamergers"—and essentially institutionalize a success formula over time. Helping executives zero in on what matters most in the complex world of M&A, *Mastering the Merger* offers a blueprint for the decisions and strategies that will beat the odds. Clear-headed advice on strategy from the international consulting firm Bain & Company restores a timely and refreshing "back-to-basics" approach to growth.

Are you missing opportunities for growth that are right in front of you? In today's volatile economic environment, filled with uncertainty and sudden change, the forces pushing you to stay focused on the core business are extremely powerful. Profiting from the core is crucial, but the danger is that overfocus on the core can blind companies. Scanning the horizon for new markets and new products can also be tempting, but risky. Fixating too much on either strategy can cause you to miss the substantial opportunities for growth that are often hidden in plain sight, at the edge of the core business. In this insightful yet practical book, strategy experts Alan Lewis and Dan McKone articulate a mindset that helps leaders recognize and capitalize on these opportunities. The *Edge Strategy* framework challenges how the boundaries of your existing products and services map to your customers' views of the world and then provides three different lenses through which you can see and leverage value: • *Product edge*. How to capture incremental profits and other benefits by slightly altering the elements and composition of a core offering • *Journey edge*. How to create and capture extra value by adjusting your role in supporting the customer's journey to and through your offering • *Enterprise edge*. How to unlock additional value from resources and capabilities that support your core offering by applying them in a different context, for a different offering or different set of customers With engaging examples across many industries, Lewis and McKone coach you on how to identify and assess each of the different "edges" and then provide concrete insights and advice on applying edge strategy and tactics to use in specific business contexts. The book concludes with a ten-step process to help executives and managers find and leverage the edges in their own companies. *Edge Strategy* is the concise, hands-on guide for growing your business by getting more yield from assets already in place, relationships already established, and investments already made. Not just another day at the office ... or is it? The surgical technician ducks as a stapler flies past his head during the concluding moments of a lengthy and difficult operation... The high-powered, internationally known finance guru seeks to turn fortunes around at the university of which he is now president ... and finds himself a leader without followers... The powerful satraps silently sabotage the CEO's desperately needed growth initiative... These are "moments that cannot be ignored"—events, actions, comments that stop people in their tracks and, in one fell swoop, make it blindingly clear that an organization is stuck and unable to move forward. And they have become regular occurrences in today's corporations, non-profits, and educational institutions as new forms of work, communication, and technology expose the ways in which an organization's culture—or "the way we do things around here"—conflicts with new competitive demands. The result: telling incidents—all too visible elephants in the room—that reveal underlying conflicts as well as hidden assets. In *The Moment You Can't Ignore*, Malachi O'Connor and Barry Dorfelfeld tell fascinating "you are there" stories of people and organizations as they encounter and then navigate through and beyond these un-ignorable moments, and show what we can learn from them. They outline the big questions organizations need to ask themselves about identity, leadership, and the capacity to innovate that an understanding of culture can help answer, and deliver powerful insights into recognizing and harnessing hidden assets that point in the direction of a new future. In our age of porous organizations and constant change, *The Moment You Can't Ignore* demonstrates that the adage, "culture eats strategy for lunch," is more relevant now than ever.

Growth Strategy in an Era of Turbulence
 Turnaround
 Techniques for Analyzing Industries and Competitors
 A Strategist's Guide to Digital Change
 Strategy Insights
 Mastering the Merger
 A Guide to Making a Great Decision, Becoming Your Own Guru, and Accomplishing Your Goal
 Live Them and Reach Your Potential

A framework for achieving superior rates of organic growth Achieving superior growth through innovation is a top strategic priority for all companies. Yet most management teams struggle to reach their firm's ambitious growth targets and suffer slow growth. What distinguishes these growth laggards from growth leaders like IBM, Nike, LEGO, American Express, Amazon, and Samsung that realize their full potential for growth? Wharton professor George S. Day shows that growth leaders use their innovation prowess to accelerate their growth at a faster rate. In this essential guide, Day reveals how to build this prowess by combining discipline in growth-seeking activities with an organizational ability to innovate. Day shows managers how to set a growth strategy that is realistic while still stretching the organization; search for the best growth opportunities along the full spectrum of 14 growth pathways; aim their growth-seeking activities toward the creation of new customer value; learn to profit from the uncertainty of innovation by successfully assessing and containing risk; build the organizational muscle to implement an ambitious growth strategy; and move faster from ideas to impact. With the strategies, processes, and methods discussed in *Innovation Prowess*, leaders can build a tested and comprehensive strategy for driving organic growth year after year. The Wharton Executive Essentials Series The Wharton Executive Essentials Series from Wharton Digital Press brings the ideas of the Wharton School's thought leaders to you wherever you are. Inspired by Wharton's Executive Education program, each book is authored by globally renowned faculty and offers a quick-reading, penetrating, and comprehensive summary of the knowledge leaders need to excel in today's competitive business environment and capture tomorrow's opportunities.

Thirty years ago, China seemed hopelessly mired in poverty. Mexico triggered the Third World Debt Crisis, and Brazil suffered under hyperinflation. Since then, these and other developing countries have turned themselves around, while First World nations, battered by crises, depend more than ever on sustained growth in emerging markets. In *Turnaround*, economist Peter Blair Henry argues that the secret to emerging countries' success (and ours) is discipline—sustained commitment to a pragmatic growth strategy. With the global economy teetering on the brink, the stakes are higher than ever. And because stakes are so high for all nations, we need less polarization and more focus on facts to answer the fundamental question: which policy reforms, implemented under what circumstances, actually increase economic efficiency? Pushing past the tired debates, Henry shows that the stock market's forecasts of policy impact provide an important complement to traditional measures. Through examples ranging from the drastic income disparity between Barbados and his native Jamaica to the "catch up" economics of China and the taming of inflation in Latin America, Henry shows that in much of the emerging world the policy pendulum now swings toward prudence and self-control. With similar discipline and a dash of humility, he concludes, the First World may yet recover and create long-term prosperity for all its citizens. Bold, rational, and forward-looking, *Turnaround* offers vital lessons for developed and developing nations in search of stability and growth.

My favorite book of the year. Doug McMillon, CEO, Wal-Mart Stores Harvard Business School Professor of Strategy Bharat Anand presents an incisive new approach to digital transformation that favors fostering connectivity over focusing exclusively on content. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Companies everywhere face two major challenges today: getting noticed and getting paid. To confront these obstacles, Bharat Anand examines a range of businesses around the world, from The New York Times to The Economist, from Chinese Internet giant Tencent to Scandinavian digital trailblazer Schibsted, and from talent management to the future of education. Drawing on these stories and on the latest research in economics, strategy, and marketing, this refreshingly engaging book reveals important lessons, smashes celebrated myths, and reorients strategy. Success for flourishing companies comes not from making the best content but from recognizing how content enables customers' connectivity; it comes not from protecting the value of content at all costs but from unearthing related opportunities close by; and it comes not from mimicking competitors' best practices but from seeing choices as part of a connected whole. Digital change means that everyone today can reach and interact with others directly: We are all in the content business. But that comes with risks that Bharat Anand teaches us how to recognize and navigate. Filled with conversations with key players and in-depth dispatches from the front lines of digital change, *The Content Trap* is an essential new playbook for navigating the turbulent waters in which we find ourselves. Praise for *The Content Trap* IA masterful and thought-provoking book that has reshaped my understanding of content in the digital landscape. Ariel Emanuel, co-CEO, WME | IMG The Content Trap is a book filled with stories of businesses, from music companies to magazine publishers, that missed connections and could never escape the narrow views that had brought them past success. But it is also filled with stories of those who made strategic choices to strengthen the links between content and returns in their new master plans. . . . The book is a call to clear thinking and reassessing why things are the way they are. The Wall Street Journal

Accelerate your company's growth in a disciplined fashion. This book provides leaders of large and small companies a proven comprehensive framework to think systematically about growth options and to yield practical strategies that produce faster growth. Drawing insights from case studies of successful and unsuccessful companies, strategy teacher and venture capitalist Peter Cohan models his systematic approach to brainstorming, evaluating, and implementing growth strategies across five dimensions: Customers, Geography, Products, Capabilities, Culture. He examines each of these five growth dimensions in turn, selecting and organizing his cases to compare the growth strategies deployed successfully and unsuccessfully by large and small companies along the given dimension. In each of his five dimensional chapters, the author derives from his case analyses the key principles and processes for creating and achieving faster growth. Professor Cohan draws on a network of hundreds of founders, CEOs, and investors developed through his decades of consulting, authorship of 11 books, and over five years as a Forbes columnist. He shows through many compelling stories how leaders craft effective growth strategies. Business leaders will learn the following lessons from this book: Achieving rapid but sustainable growth is a business leader's most important responsibility and leaders must approach this challenge with a mixture of vision, intellectual humility, and a willingness to experiment and learn from failure. The growth challenges facing companies that are currently growing quickly differ from the ones that stagnating or shrinking companies must overcome. Companies can achieve growth along one or more of the dimensions simultaneously and they often expand geographically to customers in the same segments. Useful insights can emerge from comparing case studies of successful and unsuccessful companies pursuing similar growth strategies. Companies should select a growth strategy based on three factors: the attractiveness of the growth opportunity, the company's capabilities to provide superior value to customers in the selected market, and the expected return on investment in the growth vector. Companies should select a growth strategy that best fits their capabilities and culture and they must enhance both to adapt to new growth opportunities. Who This Book Is For The people in companies who are responsible for growth: chief executive officers, chief marketing officers, chief product officers, heads of business development, product managers, sales people, and human resources managers

When Big Trouble Leads to a Great Future
 Strategy Beyond the Hockey Stick
 Ramping Your Brand
 The Discipline of Getting Things Done
 Valuegrowth Investing
 Capital Rising
 Lies, Damned Lies, and Marketing: Separate Fact from Fiction and Drive Growth
 Accelerate Your Business to Market Leadership with EY's 7 Drivers of Growth

#1 NEW YORK TIMES BESTSELLER • More than two million copies in print! The premier resource for how to deliver results in an uncertain world, whether you're running an entire company or in your first management job. "A must-read for anyone who cares about business."—The New York Times When Execution was first published, it changed the way we did our jobs by focusing on the critical importance of "the discipline of execution": the ability to make the final leap to success by actually getting things done. Larry Bossidy and Ram Charan now reframe their empowering message for a world in which the old rules have been shattered, radical change is becoming routine, and the ability to execute is more important than ever. Now and for the foreseeable future: • Growth will be slower. But the company that executes well will have the confidence, speed, and resources to move fast as new opportunities emerge. • Competition will be fiercer, with companies searching for any possible advantage in every area from products and technologies to location and management. • Governments will take on new roles in their national economies, some as partners to business, others imposing constraints. Companies that execute well will be more attractive to government entities as partners and suppliers and better prepared to adapt to a new wave of regulation. • Risk management will become a top priority for every leader. Execution gives you an edge in detecting new internal and external threats and in weathering crises that can never be fully predicted. Execution shows how to link together people, strategy, and operations, the three core processes of every business. Leading these processes is the real job of running a business, not formulating a "vision" and leaving the work of carrying it out to others. Bossidy and Charan show the importance of being deeply and passionately engaged in an organization and why robust dialogues about people, strategy, and operations result in a business based on intellectual honesty and realism. With paradigmatic case histories from the real world—including examples like the diverging paths taken by Jamie Dimon at JPMorgan Chase and Charles Prince at Citigroup—Execution provides the realistic and hard-nosed approach to business success that could come only from authors as accomplished and insightful as Bossidy and Charan.

24 Steps to Success! Disciplined Entrepreneurship will change the way you think about starting a company. Many believe that entrepreneurship cannot be taught, but great entrepreneurs aren't born with something special - they simply make great products. This book will show you how to create a successful startup through developing an innovative product. It breaks down the necessary processes into an integrated, comprehensive, and proven 24-step framework that any industrious person can learn and apply. You will learn: Why the "F" word - focus - is crucial to a startup's success Common obstacles that entrepreneurs face - and how to overcome them How to use innovation to stand out in the crowd - it's not just about technology Whether you're a first-time or repeat entrepreneur, Disciplined Entrepreneurship gives you the tools you need to improve your odds of making a product people want. Author Bill Aulet is the managing director of the Martin Trust Center for MIT

Entrepreneurship as well as a senior lecturer at the MIT Sloan School of Management. For more please visit http://disciplinedentrepreneurship.com/ Innovation principles to bring about meaningful and sustainable growth in your organization Using a list of more than 2,000 successful innovations, including Cirque du Soleil, early IBM mainframes, the Ford Model-T, and many more, the authors applied a proprietary algorithm and determined ten meaningful groupings—the Ten Types of Innovation—that provided insight into innovation. The Ten Types of Innovation explores these insights to diagnose patterns of innovation within industries, to identify innovation opportunities, and to evaluate how firms are performing against competitors. The framework has proven to be one of the most enduring and useful ways to start thinking about transformation. Details how you can use these innovation principles to bring about meaningful—and sustainable—growth within your organization Author Larry Keeley is a world renowned speaker, innovation consultant, and president and co-founder of Doblin, the innovation practice of Monitor Group; BusinessWeek named Keeley one of seven Innovation Gurus who are changing the field The Ten Types of Innovation concept has influenced thousands of executives and companies around the world since its discovery in 1998. The Ten Types of Innovation is the first book explaining how to implement it.

Entrepreneurs are hungry. But it's not just because they're living on ramen and adrenaline while they pour their all into their business. Peter Cohan has found it's something deeper: a hunger to create the kind of world they want to work in. To leave a legacy, they build carefully with limited resources and maintain control of the venture's direction. For years, students have told Cohan that the seminal business strategy guide, Michael Porter's *Competitive Strategy*, was too big-company focused. So Cohan—who once worked with Porter—has written the first business strategy book to address start-ups' very different challenges. Cohan focuses on six key start-up choices—setting goals, picking markets, raising capital, building teams, gaining market share, and adapting to change—explaining the unique rules start-ups must follow. For example, when setting goals, large corporations try to maximize their long-term return on equity, but resource-poor start-ups have to plan by setting a series of short-term goals—and how they do this will mean the difference between blazing a trail or flaming out. When entering a new market, well-fed companies can invest substantial time and capital before ever launching a product, but hungry start-ups must get an adequate prototype in front of customers fast, get feedback, and quickly develop a viable business model or they'll starve to death. For each of these six areas, Cohan provides a decision-making approach and lively case studies of what actual entrepreneurs have done. He extracts hard-hitting lessons not only for start-ups but also for investors and even established companies. *Hungry Start-up Strategy* offers a full menu of vital information for anyone seeking to cook up a thriving business from scratch.

How Capital Flows Are Changing Business Systems All Over the World
 Innovation Prowess
 Disciplined Dreaming
 Four Critical Decisions That Make or Break the Deal
 The Road to Reinvention
 How to Drive Disruption and Accelerate Transformation
 Prepared and Resolved
 People, Probabilities, and Big Moves to Beat the Odds

*Change begins with a decision. To move beyond that decision to positive life change requires discipline. In *Discipline Strategy*, Dr. Coomer translates the word *DISCIPLINE* into an acronym for a ten-step life change process. Don't be uncertain or confused for another day. You can become the hero of your own life's story. The *DISCIPLINE STRATEGY*® approach works for both business and personal challenges and*

will guide you from the point of decision to accomplishment. Dr. Coomer is a serial entrepreneur and personality researcher with a deep understanding of how personality impacts performance. To enhance your ability to implement the DISCIPLINE STRATEGY® process, this book includes a free comprehensive personality assessment. Many of today's self-help books offer a prescription for change but fail to provide an answer to your specific challenges. A better approach is to learn a process that supports genuine change and allows you to become your own customized expert. In this way, you'll learn to:

- [DECIDE] Make sound decisions.
- [INVESTIGATE] Investigate relevant topics.
- [SORT] Sort through information with a critical eye.
- [CONCEIVE] Conceive a detailed plan.
- [IMPLEMENT] Implement the plan.
- [PERSEVERE] Move forward with passion and perseverance.
- [LOOP] Use a feedback loop to evaluate your progress and make adjustments where needed.
- [INTENSIFY] Intensify your efforts where appropriate.
- [NOTICE] Take notice of what you have accomplished.
- [ENJOY] Enjoy the fruits of your labors using the positive psychology concept of PERMA. This is your roadmap for change, the ultimate guide to making a great decision, becoming your own guru, and accomplishing your goal.

How to Build Self-Discipline and Become More Successful (365 Powerful Thoughts From the World's Brightest Minds) Its lack makes you unable to achieve your goals. Without it, you'll struggle to lose weight, become fit, wake up early, work productively and save money. Not embracing it in your everyday life means that you'll never realize your full potential. Ignoring it inevitably leads to regret and feeling sad about how more successful and incredible your life could have been if you had only decided to develop it. What is this powerful thing? Self-discipline. And if there's one thing that self-discipline is not, it's instant. It takes months (if not years) to develop powerful self-control that will protect you from impulsive decisions, laziness, procrastination, and inaction. You need to exhibit self-discipline day in, day out, 365 days in a year. What if you had a companion who would remind you daily to stay disciplined and persevere, even when the going gets tough? *365 Days With Self-Discipline* is a practical, accessible guidebook for embracing more self-discipline in your everyday life. You'll learn how to do this through 365 brief, daily insights from the world's brightest minds, expanded and commented upon by bestselling personal development author Martin Meadows. This isn't just an inspirational book; most of the entries deliver practical suggestions that you can immediately apply in your life to become more disciplined. Here are just some of the things you'll learn: - why living your life the hard way makes it easy (and other suggestions from a successful entrepreneur and longevity scientist); - how to overcome your initial resistance and procrastination based on the remark made by one of the most renowned Renaissance men; - why, according to an influential neurosurgeon, it's key to see problems as hurdles instead of obstacles (and how to do that); - how to embrace an experimental mindset to overcome a fear of failure (a technique recommended by a successful entrepreneur and musician); - how to quit in a smart way, according to a world-famous marketing expert; - how to improve your productivity at work by implementing the advice from one of the most successful detective fiction writers; - how a trick used by screenwriters can help you figure out the first step needed to get closer to your goals; - how to maintain self-discipline in the long-term by paying attention to what a bestselling non-fiction author calls necessary to survive and thrive; - how your most common thoughts can sabotage your efforts (and other valuable insights from one of the most respected Roman Stoics); and - how to overcome temporary discouragement and look at your problems from the proper perspective, as suggested by a well-known public speaker and author. If you're ready to finally change your life and embrace self-discipline - not only for the next 365 days, but for the rest of your life - buy this book now and together, let's work on your success! Keywords: self-discipline handbook, self-control book, willpower book, success journal, mental resilience, become successful, achieve your goals

Are you overwhelmed by intellectual noise—news, reports and social media—and just want the distilled strategy insights that most of your peers may not possess? Over the past 10 years on StrategyTraining.com and FIRMSconsulting.com, you have seen us help numerous clients solve complex business problems: developing a big data strategy, a digital & IT strategy, a pandemic & disaster strategy, a luxury brands strategy, a corporate strategy & transformation program, and much more. You have seen us use strategy tools, engagement management best practices, strategy maps, client management tools and more, summarizing the best practices from the ex-McKinsey, BCG et al., partners who produce the training programs on our platforms, and from our most successful clients, to help you solve mankind's most pressing problems. We bring that level of thinking to our weekly insights shared in this series. Every Monday morning at 8 a.m., we send out a note and podcast to our members, offering powerful bite-sized insights from the 4-5 major business topics of the week. We don't focus on the news or trends. We focus on the implications and how our readers and their organizations should think about these events to gain a competitive advantage in the world. Our readers consider these insights crucial to start their week strong and help move their careers forward. "I want to say thank you for putting this week's Monday Morning 8 a.m. together. It's very profound and has saved me from making some important decisions out of fear." - Claire This book contains the edited version of those Monday morning insights. Our readers found it so valuable that they wanted it published in a book format for easy reference. Here it is. This book will make you a deeper thinker, a better professional and a more valued member of your organization. If you pay attention and take action, it could change your career—and your life. Most members have had to work their way through all the notes week by week. Now, it is all in one place, containing timeless lessons on strategy, leadership, competition, business and risk. Our insights help our readers step out of the noise and focus on questions like: What is the unique advantage I am developing? What is the unique insight that I can uncover in my industry/space that most others are not seeing? What are the strategy implications? What am I missing in a business trend? How do I compete? Where do I compete? How do I reach my highest potential? How do the highest-performing professionals manage their careers? How do I lead my team to maximize the results we deliver? The insights are summarized in an easy-to-read format. It would take you many hours of listening to get the same material you will get in this book. And it could very well be the information you need to achieve the results you most need and desire now. Get it, read it and take action. Be part of our movement to solve mankind's toughest problems. Since our Monday Morning 8 a.m. insights go out weekly, we will periodically update this book with the latest insights, subject to Amazon's terms and conditions. Although we make these insights available to everyone, it is developed for our most loyal members, FIRMSconsulting Insiders and SLIDES members. At times you will see references to additional resources that our most loyal members have access to should they need to dive deeper into a specific topic (e.g., competitive strategy, digital & IT strategy, implementation, problem-solving, etc.).

This book offers a comprehensive model for explaining the success and failure of cities in nurturing startups, presents detailed case studies of how participants in that model help or hinder startup activity, and shows how to apply these lessons to boost local startup activity. Startup Cities explains the factors that determine local startup success based on a detailed comparison of regional startup cities—pairing the most successful and less successful cities within regions along with insights and implications from case studies of each of the model's elements. The book compares local city pairs, highlighting factors that distinguish successful from less successful cities and presents implications for stakeholders that arise from these principles. Peter Cohan is a lecturer of Strategy at Babson College and one of the world's leading authorities on regional startup ecosystems. Starting in 2012, he created and led Startup Strategy courses that explore four regional startup ecosystems—Hong Kong/Singapore, Israel, Paris, and Spain/Portugal. These courses are based on an original framework for evaluating why a few cities host most startup creation and the rest fail to do so. In running these courses, Peter has built a network of local policymakers, investors, entrepreneurs, and professors from which he draws practical insights for what distinguishes successful Startup Commons from their peers. The book provides vital benefits to these stakeholders. What You'll Learn Local policymakers will know how to build a local team to set objectives for their local Startup Commons and develop a comprehensive strategy to realize those goals. Entrepreneurs will know how to choose where to locate their startups based on factors such as the supply and quality of talent—from chief marketing and technology officers to coders and sales people; quality of life, access to capital, customers, and mentors; and costs such as salary and real estate expense. University administrators and faculty will know how to take research out of their labs and house it in companies that can commercialize that research, create academic programs that will encourage more entrepreneurship among their students, and connect with local policymakers and capital providers to spur local startup activity. Capital providers will know how to scout out emerging startup cities where they can get access to the best investment opportunities at more favorable valuations and have greater influence on how the local startup scene evolves. Who This Book Is For All key startup stakeholders, including local policymakers (mayors, directors of economic development, treasurers, controllers, presidents of regional chamber of commerce), entrepreneurs (CEOs, chief marketing officers, chief financial officers, chief HR officers, chief technology officers), universities (presidents; deans of faculty; provosts; professors of finance, management, and entrepreneurship; directors of international education), and capital providers (venture capital partners and associates, angel investors, bank loan officers, managers of accelerator operations)

Startup Cities

A Capital Agenda for Confidently Facing Digital Disruption, Difficult Investors, Recessions and Geopolitical Threats

Learn the skills used by the leading management consulting firms, such as McKinsey, BCG, et al.

Lessons from Jim McNerney's Turnaround at Boeing