

The Firm The Story Of Mckinsey And Its Secret Influence On American Business

"[This] is a book of great richness, beauty and power and thus very difficult to do justice to in a brief review...The violence is sometimes unbearable, the language rarely less than superb. Dillard's description of the moth's death makes Virginia Woolf's go dim and Edwardian. Nature seen so clear and hard that the eyes tear...A rare and precious book." — Frederick Buechner, New York Times Book Review From Pulitzer Prize-winning Annie Dillard, a book about the grace, beauty, and terror of the natural world. In the mid 1970s, Annie Dillard spent two years on an island in Puget Sound in a room with a solitary window, a cat, and a spider for company, asking herself questions about memory, time, sacrifice, reality, death, and God. Holy the Firm, the diary-like collection of her thoughts, feelings, and ruminations during this time, is a lyrical gift to any reader who have ever wondered how best to live with grace and wonder in the natural world. The remarkable story of how Joe Foster developed Reebok into one of the world's most famous sports brands, having started from a small factory in Bolton. Since the late 19th century, the Foster family had been hand-making running shoes, supplying the likes of Eric Liddell and Harold Abrahams - later immortalised in the film Chariots of Fire - as well as providing boots to most Football League clubs. But a family feud between Foster's father and uncle about the direction of

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their business led to Joe and his brother Jeff setting up a new company, inspired by the success of Adidas and Puma, and so Reebok was born. At first, money was so short that Joe and his wife had to live in their rundown factory, while the machinery that made the shoes was placed around the edge of the floor, because it was so weak it could have collapsed if they'd been positioned in the middle. But, from this inauspicious start, a major new player in the sports equipment field began to emerge, inspired by Joe's marketing vision. By the 1980s, Reebok had become a global phenomenon, when they were the first to latch onto the potential of the aerobics craze inspired by Jane Fonda. Soon, Reeboks were being seen on Hollywood red carpets and even in the film Aliens, where Sigourney Weaver wore a pair of Reebok Alien Stompers. Like the international bestseller Shoe Dog, by Nike's Phil Knight, Shoemaker is a powerful tale of triumph against all the odds, revealing the challenges and sacrifices that go into creating a world-beating brand; it is also the story of how a small local business can transform itself, with the right products and the right vision, into something much, much bigger.

"Tells the story of the Krupp family and its industrial empire between the early nineteenth century and the present, and analyzes its transition from a family business to one owned by a non-profit foundation. Krupp founded a small steel mill in 1811, which established the basis for one of the largest and most important companies in the world by the end of the century. Famously loyal to its highly paid workers, it rejected an exclusive focus on profit, but the company also played a central role in the armament of Nazi Germany and the firm's head was

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convicted as a war criminal at Nuremberg. Yet after the war Krupp managed to rebuild itself and become a symbol of Germany once again -- this time open, economically successful, and socially responsible" -- Publisher's description.

T. Boone Pickens, legendary Texas oilman and infamous corporate raider from the 1980s, climbed the steps of the Reeves County courthouse in Pecos, Texas in early November 2016. He entered the solitary courtroom and settled into the witness stand for two days of testimony in what would be the final trial of his life. Pickens, who was 88 by then, had made and lost billions over his long career, but he'd come to Pecos seeking justice from several other oil companies. He claimed they cut him out of what became the biggest oil play he'd ever invested in—in an oil-rich section of far West Texas that was primed for an unprecedented boom. After years of dealing with the media, shareholders and politicians, Pickens would need to win over a dozen West Texas jurors in one last battle. To lead his legal fight, he chose an unlikely advocate—Chrysta Castañeda, a Dallas solo practitioner who had only recently returned to the practice of law after a hiatus borne of disillusionment with big firms. Pickens was a hardline Republican, while Castañeda had run for public office as a Democrat. But they shared an unwavering determination to win and formed a friendship that spanned their differences in age, politics, and gender. In a town where frontier justice was once meted out by Judge Roy Bean—"The Law West of the Pecos"—Pickens would gird for one final courtroom showdown. Sitting through trial every day, he was determined to prevail, even at the cost of his health. The Last Trial of T. Boone

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Pickens is a high-stakes courtroom drama told through the eyes of Castañeda. It's the story of an American business legend still fighting in the twilight of his long career, and the lawyer determined to help him make one final stand for justice.

The Troubled Life of the House of Windsor

Machine Habitus

The Firm

The Secret History of Lazard Freres & Co.

The Secret Intellectual History of the New Corporate World

The Golden Passport

"If more business books were as useful, concise, and just plain fun to read as THE MCKINSEY WAY, the business world would be a better place." --Julie Bick, best-selling author of ALL I REALLY NEED TO KNOW IN BUSINESS I LEARNED AT MICROSOFT. "Enlivened by witty anecdotes, THE MCKINSEY WAY contains valuable lessons on widely diverse topics such as marketing, interviewing, team-building, and brainstorming." --Paul H. Zipkin, Vice-Dean, The Fuqua School of Business It's been called "a breeding ground for gurus." McKinsey & Company is the gold-standard consulting firm whose alumni include titans such as "In Search of Excellence" author Tom Peters, Harvey Golub of American Express, and Japan's Kenichi Ohmae. When Fortune 100 corporations are stymied, it's the "McKinsey-ites" whom they call for help. In THE MCKINSEY WAY, former McKinsey associate Ethan Rasiel lifts the veil to show you how the secretive McKinsey works its magic, and helps you emulate the firm's well-honed practices in problem solving, communication,

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and management. He shows you how McKinsey-ites think about business problems and how they work at solving them, explaining the way McKinsey approaches every aspect of a task: How McKinsey recruits and molds its elite consultants; How to "sell without selling"; How to use facts, not fear them; Techniques to jump-start research and make brainstorming more productive; How to build and keep a team at the top its game; Powerful presentation methods, including the famous waterfall chart, rarely seen outside McKinsey; How to get ultimate "buy-in" to your findings; Survival tips for working in high-pressure organizations. Both a behind-the-scenes look at one of the most admired and secretive companies in the business world and a toolkit of problem-solving techniques without peer, THE MCKINSEY WAY is fascinating reading that empowers every business decision maker to become a better strategic player in any organization.

'Of course I'm a f**king hooligan, you pr**k. I am a hooligan...there I've said it...I'm a hooligan. And, do you know why? Because that's my f**king job.' In 1995, a film called I.D., about an ambitious young copper who was sent undercover to track down the 'generals' of a football hooligan gang, achieved cult status for its sheer brutality and unsettling insight into the dark and often bloody side of the so-called beautiful game. The film was so shocking it was hard to believe the mindless events that took place could ever happen in the real world. Well, believe it now... Almost twenty years on, the man behind the film has explosively revealed that the script was largely a true story. That man, James Bannon, was the ambitious undercover cop. The football club was Millwall F.C. and the gang that he infiltrated was The Bushwackers, among

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the most brutal and fearless in English football. In *Running with the Firm*, Bannon shares his intense and dangerous journey into the underworld of football hooliganism where sickening levels of violence prevail over anything else. He introduces you to the hardest thugs from football 's most notorious gangs, tells all about the secret and almost comical police operations that were meant to bring them down, and, how once you ' re on the inside, getting out from the mob proves to be the biggest mission of all. A disturbing but compelling read, this is the book that proves fact really is stranger than fiction.

Offers architects and creative services professionals exclusive insights and strategies for success from the former CEO of HOK. *Designing a World Class Architecture Firm: The People, Stories and Strategies Behind HOK* tells the history of one of the largest design firms in the world and draws lessons from it that can help other architects, interior designers, urban planners and creative services professionals grow bigger or better. Former HOK CEO Patrick MacLeamy shares the revolutionary strategies HOK ' s founders deployed to create a brand-new type of architecture firm. He pulls no punches, revealing the triple crisis that almost bankrupted HOK and describes how any firm can survive and thrive. *Designing a World Class Architecture Firm* tells the inside story of many of HOK ' s most iconic buildings, including the National Air and Space Museum, Moscone Convention Center, Oriole Park at Camden Yards, the Houston Galleria and the reimaged LaGuardia Airport. Each chapter conveys lessons learned from HOK ' s successes —and failures— including: The importance of diversifying to depression-and-recession-proof your

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firm The benefit of organizing your firm around specialized leaders and project types
The difference between leading and managing your people The value of simple financial metrics to ensure your firm ' s health and profitability The “ run toward trouble ” strategy which prevents problems from ballooning MacLeamy delivers his advice via inspirational stories such as how HOK survived when its home office in St. Louis went up in flames and humorous stories, like the time an HOK executive was mistaken for royalty on a trip to Saudi Arabia. In this tell-all guide, the driven architecture or design professional will find the tools needed to evolve or grow any firm.

Traces the history of the influential American law firm, whose senior partners have included John Foster and Allen Dulles, and looks at the firm's role in corporate takeovers

A Novel

Model Rules of Professional Conduct

The Face of the Firm

The McKinsey Way

A History of the Legendary German Firm

The Inefficiencies of Hierarchy

A full-scale, intimate biography presents a candid look at the members of the British royal family, focusing on the years following the death of Princess Diana to the present day. Reprint. 25,000 first printing.

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The Firm The Story of McKinsey and Its Secret Influence on American Business Simon and Schuster

With his insightful and wide-ranging theory of recognition, Axel Honneth has decisively reshaped the Frankfurt School tradition of critical social theory. Combining insights from philosophy, sociology, psychology, history, political economy, and cultural critique, Honneth's work proposes nothing less than an account of the moral infrastructure of human sociality and its relation to the perils and promise of contemporary social life. This book provides an accessible overview of Honneth's main contributions across a variety of fields, assessing the strengths and weaknesses of his thought. Christopher Zurn clearly explains Honneth's multi-faceted theory of recognition and its relation to diverse topics: individual identity, morality, activist movements, progress, social pathologies, capitalism, justice, freedom, and critique. In so doing, he places Honneth's theory in a broad intellectual context, encompassing classic social theorists such as Kant, Hegel, Marx, Freud, Dewey, Adorno and Habermas, as well as contemporary trends in social theory and political philosophy. Treating the full range of Honneth's corpus, including his major new work on social freedom and democratic ethical life, this book is the most up-to-date guide available. Axel Honneth will be invaluable to students and scholars working across the humanities and social sciences, as well

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as anyone seeking a clear guide to the work of one of the most influential theorists writing today.

Professional service firms differ from other business enterprises in two distinct ways: first they provide highly customised services thus cannot apply many of the management principles developed for product-based industries. Second, professional services are highly personalised, involving the skills of individuals. Such firms must therefore compete not only for clients but also for talented professionals. Drawing on more than ten years of research and consulting to these unique and creative companies, David Maister explores issues ranging from marketing and business development to multinational strategies, human resources policies to profit improvement, strategic planning to effective leadership. While these issues can be complex, Maister simplifies them by recognising that 'every professional service firm in the world, regardless of size, specific profession, or country of operation, has the same mission statement: outstanding service to clients, satisfying careers for its people and financial success for its owners.'

Firms of Endearment

The Partner

The Untold Story of the Law Firm Sullivan & Cromwell

The Theory of the Firm

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How Firms Gain, Hold, Or Lose it and the Impact on Economic Performance

Krupp

47 strategies elite managers follow to reach the highest level of success The McKinsey Edge culls the personal best practices of an exclusive group of managers connected to McKinsey & Company, a firm that services eighty percent of the world's largest corporations. Through a wealth of 47 rigorously selected, battle-tested, immediately implementable, and practical tips, readers discover the secrets to building the self, growing with others, enhancing process management, and going the extra mile to reach the next leadership horizon. Everyone struggling to accelerate their career will keep this book at their fingertips for its rare, real-world advice for ascending through the levels of management—all of which require specific mindsets and capabilities that only a handful of people ever master.

The Model Rules of Professional Conduct provides an up-to-date resource for information on legal ethics. Federal, state and local courts in all jurisdictions look to the Rules for guidance in solving lawyer malpractice cases, disciplinary actions, disqualification issues, sanctions questions and much more. In this volume, black-letter Rules of Professional Conduct are followed by numbered Comments that explain each Rule's purpose and provide suggestions for its practical application. The Rules will help you identify proper conduct in a variety of given situations,

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review those instances where discretionary action is possible, and define the nature of the relationship between you and your clients, colleagues and the courts.

Tony was not just an observer; his role in the Kray story ultimately led to him serving 15 years in prison. Inside The Firm tells, with searing honesty, his violent history with the Krays - and the horrors of his subsequent imprisonment in top security institutions. In exorcising his ghosts, he reveals an account that is more impartial and more terrifying than Ronnie and Reggie ever could have written. From the murder of Jack 'The Hat' McVitie - and the mystery of his undiscovered body - to the role of the Kray legacy in Britain's prisons today, Inside The Firm is the last confession of a gangster determined to turn his back on his brutal past.

A grand and revelatory portrait of Wall Street's most storied investment bank Wall Street investment banks move trillions of dollars a year, make billions in fees, pay their executives in the tens of millions of dollars. But even among the most powerful firms, Lazard Frères & Co. stood apart. Discretion, secrecy, and subtle strategy were its weapons of choice. For more than a century, the mystique and reputation of the "Great Men" who worked there allowed the firm to garner unimaginable profits, social cachet, and outsized influence in the halls of power. But in the mid-1980s, their titanic egos started getting in the way, and the Great Men of Lazard jeopardized all they had built. William D. Cohan, himself a former high-level

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Wall Street banker, takes the reader into the mysterious and secretive world of Lazard and presents a compelling portrait of Wall Street through the tumultuous history of this exalted and fascinating company. Cohan deconstructs the explosive feuds between Felix Rohatyn and Steve Rattner, superstar investment bankers and pillars of New York society, and between the man who controlled Lazard, the inscrutable French billionaire Michel David-Weill, and his chosen successor, Bruce Wasserstein. Cohan follows Felix, the consummate adviser, as he reshapes corporate America in the 1970s and 1980s, saves New York City from bankruptcy, and positions himself in New York society and in Washington. Felix's dreams are dashed after the arrival of Steve, a formidable and ambitious former newspaper reporter. By the mid-1990s, as Lazard neared its 150th anniversary, Steve and Felix were feuding openly. The internal strife caused by their arguments could not be solved by the imperious Michel, whose manipulative tendencies served only to exacerbate the trouble within the firm. Increasingly desperate, Michel took the unprecedented step of relinquishing operational control of Lazard to one of the few Great Men still around, Bruce Wasserstein, then fresh from selling his own M&A boutique, for \$1.4 billion. Bruce's take: more than \$600 million. But it turned out Great Man Bruce had snookered Great Man Michel when the Frenchman was at his most vulnerable. *The Last Tycoons* is a tale of vaulting ambitions, whispered

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advice, worldly mistresses, fabulous art collections, and enormous wealth—a story of high drama in the world of high finance.

Shoemaker

Harvard Business School, the Limits of Capitalism, and the Moral Failure of the MBA Elite

Solvay

The Litigators

The Untold Story of the Krays' Reign of Terror

The story of McKinsey & Co., America's most influential and controversial business consulting firm, "an up-to-date, full-blown history, told with wit and clarity" (The Wall Street Journal). If you want to be taken seriously, you hire McKinsey & Company. Founded in 1926, McKinsey can lay claim to the following partial list of accomplishments: its consultants have ushered in waves of structural, financial, and technological change to the nation's best organizations; they remapped the power structure within the White House; they even revolutionized business schools. In The New York Times bestseller The Firm, star financial journalist Duff McDonald shows just how, in becoming an indispensable part of decision making at the highest levels, McKinsey has done nothing less than set the course of American capitalism. But he also answers the question that's on the mind of anyone who has ever heard the word McKinsey: Are they worth it? After all, just as McKinsey can be shown to have helped invent most of the tools of modern management, the company was also involved with a

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number of striking failures. Its consultants were on the scene when General Motors drove itself into the ground, and they were K-Mart's advisers when the retailer tumbled into disarray. They played a critical role in building the bomb known as Enron. McDonald is one of the few journalists to have not only parsed the record but also penetrated the culture of McKinsey itself. His access puts him in a unique position to demonstrate when it is worth hiring these gurus—and when they're full of smoke. The time was the 1980s. The place was Wall Street. The game was called Liar's Poker. Michael Lewis was fresh out of Princeton and the London School of Economics when he landed a job at Salomon Brothers, one of Wall Street's premier investment firms. During the next three years, Lewis rose from callow trainee to bond salesman, raking in millions for the firm and cashing in on a modern-day gold rush. Liar's Poker is the culmination of those heady, frenzied years—a behind-the-scenes look at a unique and turbulent time in American business. From the frat-boy camaraderie of the forty-first-floor trading room to the killer instinct that made ambitious young men gamble everything on a high-stakes game of bluffing and deception, here is Michael Lewis's knowing and hilarious insider's account of an unprecedented era of greed, gluttony, and outrageous fortune.

We commonly think of society as made of and by humans, but with the proliferation of machine learning and AI technologies, this is clearly no longer the case. Billions of automated systems tacitly contribute to the social construction of reality by drawing algorithmic distinctions between the visible and the invisible, the relevant and the irrelevant, the likely and the unlikely – on and beyond platforms. Drawing on the work of Pierre Bourdieu, this book develops an original sociology of algorithms as social agents, actively participating in social life. Through a wide range of examples, Massimo Airoidi shows how society shapes algorithmic code, and how this culture in the code guides the practical behaviour of the code in the culture, shaping society in turn. The 'machine habitus' is

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the generative mechanism at work throughout myriads of feedback loops linking humans with artificial social agents, in the context of digital infrastructures and pre-digital social structures. Machine Habitus will be of great interest to students and scholars in sociology, media and cultural studies, science and technology studies and information technology, and to anyone interested in the growing role of algorithms and AI in our social and cultural life.

Originally published: [New York]: Doubleday, 1991.

Designing a World-Class Architecture Firm

The People, Stories, and Strategies Behind HOK

The Family Firm

The Soul of the Firm

Lords of Strategy

Firm Forward

The instant New York Times bestseller! “Emily Oster dives into the data on parenting issues, cuts through the clutter, and gives families the bottom line to help them make better decisions.” –Good Morning America “A targeted mini-MBA program designed to help moms and dads establish best practices for day-to-day operations.” -The Washington Post From the bestselling author of Expecting Better and Cribsheet, the next step in data driven parenting from economist Emily Oster. In *The Family Firm*, Brown professor of economics and mom of two Emily Oster offers a classic business school framework for data-driven parents to think more deliberately about the key issues of the elementary years: school, health, extracurricular activities, and more.

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Unlike the hourly challenges of infant parenting, the big questions in this age come up less frequently. But we live with the consequences of our decisions for much longer. What's the right kind of school and at what age should a particular kid start? How do you encourage a healthy diet? Should kids play a sport and how seriously? How do you think smartly about encouraging children's independence? Along with these bigger questions, Oster investigates how to navigate the complexity of day-to-day family logistics. Making these decisions is less about finding the specific answer and more about taking the right approach. Parents of this age are often still working in baby mode, which is to say, under stress and on the fly. That is a classic management problem, and Oster takes a page from her time as a business school professor at the University of Chicago to show us that thoughtful business process can help smooth out tough family decisions. *The Family Firm* is a smart and winning guide to how to think clearly--and with less ambient stress--about the key decisions of the elementary school years. Parenting is a full-time job. It's time we start treating it like one.

Sharing stories and inspiring lessons on leadership and design, one architect explains how he helped build one of the world's most successful firms. Founded on July 4, 1976, Kohn Pedersen Fox quickly became a darling of the press with groundbreaking buildings such as the headquarters for the American Broadcasting Company (ABC) in New York, 333 Wacker Drive in Chicago, the Procter & Gamble headquarters in Cincinnati, and the World Bank Headquarters in Washington, DC. By the early 1990s,

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when most firms in the U.S. were struggling to survive a major recession, KPF was busy with significant buildings in London, Germany, Canada, Japan, Korea, and Indonesia—pioneering a model of global practice that has influenced architecture, design, and creative-services firms ever since. Like any other business, though, KPF has stumbled along the way and wrestled with crises. But through it all, it has remained innovative in an ever-changing field that often favors the newest star on the horizon. Now in its fifth decade, the firm has shaped skylines and cities around the world with iconic buildings such as the World Financial Center in Shanghai, the International Commerce Centre in Hong Kong, the DZ Bank Tower in Frankfurt, the Heron Tower in London, and Hudson Yards in New York. Forthright and engaging, Kohn examines both award-winning achievements and missteps in his 50-year career in architecture. In the process, he shows how his firm, KPF, has helped change the buildings and cities where we live, work, learn, and play. “A must-read for all of those who love cities and the buildings and skylines that define them.” —Stephen M. Ross, chairman and founder of The Related Companies

Economic theorizing suggests that firms can acquire and maintain market dominance in a number of ways. Some economists argue that firms attain dominance only by being relatively more efficient than their rivals and retain leadership only by staying more efficient than their rivals. Others argue that efficiency is not the only source of dominance and that leaders can retain ascendancy even if they are inefficient. This

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book attempts to sort out the relevant points by exploring market dominance as it has been experienced by firms in ten different industries. The results suggest that both schools make valid points. While firms generally used efficient strategies to reach preeminence, some chose predatory policies to gain market share. While all used assorted efficient strategies to maintain their dominance, many remained dominant long after their efficiencies had evaporated.

Historian Michael Cannon describes hundreds of cases in which this controversial Australian law firm has exposed social evils and tried to remedy them. The text also covers recent much-publicised cases. It shows how one legal firm achieved its lifelong reputation as a representative of the Aussie battler against powerful organisations.

The Inside Story of Slater and Gordon

The Last Tycoons

Liar's Poker

A Data-Driven Guide to Better Decision Making in the Early School Years

Managing The Professional Service Firm

The World by Design

Ernest Solvay, philanthropist and organizer of the world-famous Solvay conferences on physics, discovered a profitable way of making soda ash in 1861. Together with a handful of associates, he laid the foundations of the Solvay company, which successfully branched out

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into other chemicals, plastics and pharmaceuticals. Since its emergence in 1863, Solvay has maintained world leadership in the production of soda ash. This is the first scholarly book on the history of the Solvay company, which was one of the earliest chemical multinationals and today is among the world's twenty largest chemical companies. It is also one of the largest companies in the field to preserve its family character. The authors analyze the company's 150-year history (1863-2013) from economic, political and social perspectives, showing the enormous impact geopolitical events had on the company and the recent consequences of global competition.

Imagine, if you can, the world of business - without corporate strategy. Remarkably, fifty years ago that's the way it was. Businesses made plans, certainly, but without understanding the underlying dynamics of competition, costs, and customers. It was like trying to design a large-scale engineering project without knowing the laws of physics. But in the 1960s, four mavericks and their posses instigated a profound shift in thinking that turbocharged business as never before, with implications far beyond what even they imagined.

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In *The Lords of Strategy*, renowned business journalist and editor Walter Kiechel tells, for the first time, the story of the four men who invented corporate strategy as we know it and set in motion the modern, multibillion-dollar consulting industry: Bruce Henderson, founder of Boston Consulting Group Bill Bain, creator of Bain & Company Fred Gluck, longtime Managing Director of McKinsey & Company Michael Porter, Harvard Business School professor Providing a window into how to think about strategy today, Kiechel tells their story with novelistic flair. At times inspiring, at times nearly terrifying, this book is a revealing account of how these iconoclasts and the organizations they led revolutionized the way we think about business, changed the very soul of the corporation, and transformed the way we work.

Firm Forward is a business fable that takes you on a journey with Bennie Stewart, a newly appointed managing partner of a CPA firm. Bennie's promotion to managing partner comes at time when the firm is in crisis having just lost their two largest clients and two of their best and brightest team members. Bennie must find the answer to these three questions: 1) How to differentiate and grow the firm in a

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post-recession, new normal business environment. 2) How to attract and retain ideal clients. 3) How to attract, retain, and accelerate the professional development of his team members. All three of these issues point to one answer: Level 5 Service. Level 5 Service is a structured approach to delivering high-value advisory services. The Level 5 Service model has generated over \$100million in new, non-traditional revenues for firms across North America. Level 5 Service is the cure for Random Acts of Consulting. The practical logic embedded in the Level 5 Service continuum makes it easy for any practitioner to immediately add-value to their client relationships. This book provides a step-by-step how-to for practitioners who want to live up to the moniker of Trusted Business Advisor.

With The Firm, financial journalist Duff McDonald pulled back the curtain on consulting giant McKinsey & Company. In The Golden Passport, he reveals the inner works of a singular nexus of power, ambition, and influence: Harvard Business School. Harvard University still occupies a unique place in the public's imagination, but the Harvard Business School eclipsed its parent in terms of influence on modern society long ago. A Harvard degree guarantees respect. But a

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Harvard MBA near-guarantees entrance into Western capitalism's most powerful realm—the corner office. And because the School shapes the way its powerful graduates think, its influence extends well beyond their own lives. It affects the organizations they command, the economy they dominate, and society itself. Decisions and priorities at HBS touch every single one of us. Most people have a vague knowledge of the power of the HBS network, but few understand the dynamics that have made HBS an indestructible and dominant force for almost a century. Graduates of HBS share more than just an alma mater. They also share a way of thinking about how the world should work, and they have successfully molded the world to that vision—that is what truly binds them together. In addition to teasing out the essence of this exclusive, if not necessarily “secret” club, McDonald explores two important questions: Has the school failed at reaching the goal it set for itself—“the multiplication of men who will handle their current business problems in socially constructive ways?” Is HBS complicit in the moral failings of Western capitalism? At a time of soaring economic inequality and growing political unrest, this hard-hitting yet fair portrait offers a much-

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needed look at an institution that has had a profound influence not just in the world of business but on the shape of our society—and on all our lives.

The Modern Firm

**The Story of McKinsey and Its Secret Influence on American Business
Corporate Hegemonic Masculinity at Work**

The Inside Story of the Stasi

Confessions of an Economic Hit Man

The Story of a Global Architecture Firm

The Theory of the Firm presents an innovative general analysis of the economics of the firm.

These are the faces of The Firm, a misalliance of confederates concerned with the pursuit of Company policy, the rules of engagement, the Company profits. And they are faces that tell their own story. Since Brighton Rock in the 1940s photographers and film directors have been trying to capture the personalities and characteristics of the British urban gangster on film. For the first time Jocelyn Bain Hogg has the real thing, the weft and warp of the faces to whom violence is common currency and to whom loyalty is above all. These are not the faces of criminals who hide behind the facade of respectability or the corruption of political influence. They are, in fact, the real thing,

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men who hold their head up when challenged, and who seek no false redemption in the face of public vilification. After all, this is their job. Welcome to their world.

'Bill Pollard speaks with a voice of experience. His book deals with the practice of leadership- over time, under pressure, living with reality, getting the desired results. The Soul of the Firm tells how ServiceMaster has successfully grapple with the key issues of leadership. That is why it is so worthwhile.' -Max De Pree 'Bill Pollard demonstrates in great detail ServiceMaster's value system, a system that emphasizes the importance of the dignity of the individual. Readers will benefit greatly from Bill's wisdom. This is an important book that should be widely read.' -W. Earl Sasser, James L. Heskett, and Leonard A. Schlesinger 'Rarely are we given an open and generous look inside the corporate leader who is the embodiment of the mission and values of the enterprise. . . A powerful book.' -Frances Hesselbein 'A fascinating story about servant leadership and an extraordinary culture at ServiceMaster.' -Richard L. Thomas 'A remarkable book. . . . ServiceMaster invented 'lea production' for the service sector by listening to and empowering its employees on the front line. This book is the moving story of the wellspring of that culture and philosophy, told by a reflective, modest corporate leader.'

-Elmer Johnson

Based on previously classified documents and on interviews with former secret police officers and ordinary citizens, The Firm is the first comprehensive history of East

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Germany's secret police, the Stasi, at the grassroots level. Focusing on Gransee and Perleberg, two East German districts located north of Berlin, Gary Bruce reveals how the Stasi monitored small-town East Germany. He paints an eminently human portrait of those involved with this repressive arm of the government, featuring interviews with former officers that uncover a wide array of personalities, from devoted ideologues to reluctant opportunists, most of whom talked frankly about East Germany's obsession with surveillance. Their paths after the collapse of Communism are gripping stories of resurrection and despair, of renewal and demise, of remorse and continued adherence to the movement. The book also sheds much light on the role of the informant, the Stasi's most important tool in these out-of-the-way areas. Providing on-the-ground empirical evidence of how the Stasi operated on a day-to-day basis with ordinary people, this remarkable volume offers an unparalleled picture of life in a totalitarian state.

How World-Class Companies Profit from Passion and Purpose

Microeconomics with Endogenous Entrepreneurs, Firms, Markets, and Organizations

Holy the Firm

The Last Trial of T. Boone Pickens

History of a Multinational Family Firm

That Disreputable Firm

#1 NEW YORK TIMES BESTSELLER • Once he was a well-liked, well-paid

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young partner in a thriving Mississippi law firm. Then Patrick Lanigan stole ninety million dollars from his own firm—and ran for his life. For four years, he evaded men who were rich and powerful, and who would stop at nothing to find him. Then, inevitably, on the edge of the Brazilian jungle, they finally tracked him down. Now Patrick is coming home. And in the Mississippi city where it all began, an extraordinary trial is about to begin. As prosecutors circle like sharks, as Patrick's lawyer prepares his defense, as Patrick's lover prays for his deliverance and his former partners wait for their revenge, another story is about to emerge. Because Patrick Lanigan, the most reviled white-collar criminal of his time, knows something that no one else in the world knows. He knows the truth.

The best-selling author of *The Confession* and *The Appeal* presents a latest legal thriller in which high-stakes courtroom tensions lead up to an explosive, unorthodox conclusion. A best-selling novel. Reprint. Despite decades of greater gender awareness at work in Western countries, gender inequality in the executive suites is alive and well. "The Face of the Firm" highlights new critical perspectives on the relationship between hegemonic masculine cultures, gender embodiment, and gender disparities in corporate organizations. Using data from over 100 interviews with female and male executives who worked for some of the most prestigious advertising and computer firms

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in the world, the book makes important connections between the empirical data and contemporary sexism in the United States and United Kingdom. The book refocuses the debate of executive work, organizational spaces, and gender inequality on gendered bodies at work. It also demonstrates that gendered and sexualized relations among executives often construct the production process. The book makes a contribution to masculinity, gender, and work scholarship and is organized along three key concepts: homogeneity, homosociability, and heterosexuality. These address such factors as the organizational locker room, sexual and heterosexual spaces at work, and the construction of women and men as different workers. This conceptual model is crucial for evaluating the mechanisms that support male dominance among highly skilled professionals and executives."

Perkins, a former chief economist at a Boston strategic-consulting firm, confesses he was an "economic hit man" for 10 years, helping U.S. intelligence agencies and multinationals cajole and blackmail foreign leaders into serving U.S. foreign policy and awarding lucrative contracts to American business.

The McKinsey Edge: Success Principles from the World's Most Powerful Consulting Firm

Running with the Firm

A Journey from the Land of Compliance to the World of Reliance

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Organizational Design for Performance and Growth

Axel Honneth

The Untold Story of the British Family Firm that Became a Global Brand Today's best companies get it. From Costco® to Commerce Bank, Wegmans to Whole Foods®: they're becoming the ultimate value creators. They're generating every form of value that matters: emotional, experiential, social, and financial. And they're doing it for all their stakeholders. Not because it's "politically correct": because it's the only path to long-term competitive advantage. These are the Firms of Endearment. Companies people love doing business with. Love partnering with. Love working for. Love investing in. Companies for whom "loyalty" isn't just real: it's palpable, and driving unbeatable advantages in everything from marketing to recruitment. You need to become one of those companies. This book will show you how. You'll find specific, practical guidance on transforming every relationship you have: with customers, associates, partners, investors, and society. If you want to be great—truly great—this is your blueprint. We're entering an Age of Transcendence, as people increasingly search for higher meaning in their lives, not just more possessions. This is transforming the marketplace, the workplace, the very soul of capitalism. Increasingly, today's most successful

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companies are bringing love, joy, authenticity, empathy, and soulfulness into their businesses: they are delivering emotional, experiential, and social value—not just profits. Firms of Endearment illuminates this, the most fundamental transformation in capitalism since Adam Smith. It's not about "corporate social responsibility": it's about building companies that can sustain success in a radically new era. It's about great companies like IDEO and IKEA®, Commerce Bank and Costco®, Wegmans and Whole Foods®: how they earn the powerful loyalty and affection that enables truly breathtaking performance. This book is about gaining "share of heart," not just share of wallet. It's about aligning stakeholders' interests, not just juggling them. It's about building companies that leave the world a better place. Most of all, it's about why you must do all this, or risk being left in the dust... and how to get there from wherever you are now.

A behind-the-scenes, revelatory history of the controversial consulting firm traces its decades-long influence in both business and political arenas, citing its role in the establishment of mainstream practices and modern understandings about capitalism while evaluating the failures that have compromised its reputation. 60,000 first printing.

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one of the world's leading economists and experts on business strategy and organization, and provides new insights into the changes going on in business today.

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