

Cable Cowboy John Malone And The Rise Of The Modern Cable Business Paperback 2005 Author Mark Robichaux

A half-century of Wall Street history as seen through the lives of its most illustrious family This compelling new narrative from bestselling author John Rothchild tells the story of three generations of the legendary Davis family, who rank among the most successful investors in the history of the Street. With a novelist's wit and eye for telling detail, Rothchild chronicles the financial escapades of this eccentric, pioneering clan, providing a vivid portrait of fifty years of Wall Street history along the way. Rothchild shadows the Davis family's holdings through two lengthy bull markets, two savage and seven mild bear markets, one crash, and twenty-five corrections and, in the process, reveals the strategies behind the family's uncanny ability to consistently beat the markets. The Davis Dynasty begins in 1947, the year Shelby Davis quit his job as a state bureaucrat and, armed with \$50,000 of his wife's money, took the plunge into stock investing. By the time he died in 1994, he had multiplied his wife's original stake 8,000 times! The story continues with his son, Shelby, who established one of the most successful funds of the past thirty years. The final characters in this enthralling family saga are grandsons Chris and Andrew. Both surrendered to the Davis family passion for investing and both went on to earn reputations as investment luminaries in their own right. John Rothchild (Miami Beach, FL) co-wrote the blockbusters One Up on Wall Street, Beating the Street, and Learn to Earn with Peter Lynch. He is the author of Survive and Profit in Ferocious Markets (Wiley: 0-471-34882-1), A Fool and His Money (Wiley: 0-471-25138-0), and Going for Broke. He has written for Harper's, Rolling Stone, Esquire, and other leading magazines and he has appeared on the Today Show, the Nightly Business Report, and CNBC.

Details the rise and expansion of the cable television industry, highlighting the career and accomplishments of one of the industry's most influential men, John Malone.

In a business where great risks, huge fortunes, and even bigger egos are common, Larry Ellison stands out as one of the most outspoken, driven, and daring leaders of the software industry. The company he cofounded and runs, Oracle, is the number one business software company: perhaps even more than Microsoft's, Oracle's products are essential to today's networked world. But Oracle is as controversial as it is influential, as feared as it is revered, thanks in large part to Larry Ellison. Though Oracle is one of the world's most valuable and profitable companies, Ellison is not afraid to suddenly change course and reinvent Oracle in the pursuit of new and ever more ambitious goals. Softwar examines the results of these shifts in strategy and the forces that drive Ellison relentlessly on. In Softwar, journalist Matthew Symonds gives readers an exclusive and intimate insight into both Oracle and the man who made it and runs it. As well as relating the story of Oracle's often bumpy path to industry dominance, Symonds deals with the private side of Ellison's life. From Ellison's troubled upbringing by adoptive parents and his lifelong search for emotional security to the challenges and opportunities that have come with unimaginable wealth, Softwar gets inside the skin of a fascinating and complicated human being. With unlimited insider access granted by Ellison himself, Symonds captures the intensity and, some would say, the recklessness that have made Ellison a legend. The result of more than a hundred hours of interviews and many months spent with Ellison, Softwar is the most complete portrait undertaken of the man and his empire -- a unique and gripping account of both the way the computing industry really works and an extraordinary life. Despite his closeness to Ellison, Matthew Symonds is a candid and at times highly critical observer. And in perhaps the book's most unusual feature, Ellison responds to Symonds's portrayal in the form of a running footnoted commentary. The result is one of the most fascinating business stories of all time.

NATIONAL BESTSELLER "Offers an entertaining look at Kerkorian's outsize life.. an interesting portrait of a billionaire." - Wall Street Journal The rags-to-riches story of one of America's wealthiest and least-known financial giants, self-made billionaire Kirk Kerkorian—the daring aviator, movie mogul, risk-taker, and business tycoon who transformed Las Vegas and Hollywood to become one of the leading financiers in American business. Kerkorian combined the courage of a World War II pilot, the fortitude of a scrappy boxer, the cunning of an inscrutable poker player and an unmatched genius for making deals. He never put his name on a building, but when he died he owned almost every major hotel and casino in Las Vegas. He envisioned and fostered a new industry—the leisure business. Three times he built the biggest resort hotel in the world. Three times he bought and sold the fabled MGM Studios, forever changing the way Hollywood does business. His early life began as far as possible from a place on the Forbes List of Billionaires when he and his Armenian immigrant family lost their farm to foreclosure. He was four. They arrived in Los Angeles penniless and moved often, staying one step ahead of more evictions. Young Kirk learned English on the streets of L.A., made pennies hawking newspapers and dropped out after eighth grade. How he went on to become one of the richest and most generous men in America—his net worth as much as \$20 billion—is a story largely unknown to the world. That's because what Kerkorian valued most was his privacy. His very private life turned to tabloid fodder late in life when a former professional tennis player falsely claimed that the eighty-five-year-old billionaire fathered her child. In this engrossing biography, investigative reporter William C. Rempel digs deep into Kerkorian's long-guarded history to introduce a man of contradictions—a poorly educated genius for deal-making, an extraordinarily shy man who made the boldest of business ventures, a careful and calculating investor who was willing to bet everything on a single roll of the dice. Unlike others of his status and importance, Kerkorian made few public appearances and strenuously avoided personal publicity. His friends and associates, however, were some of the biggest names in business, entertainment, and sports—among them Howard Hughes, Ted Turner, Steve Wynn, Michael Milken, Cary Grant, Frank Sinatra, Barbra Streisand, Elvis Presley, Mike Tyson, and Andre Agassi. When he died in 2015 two years shy of the century mark, Kerkorian had outlived many of his closest friends and associates. Now, Rempel meticulously pieces together revealing fragments of Kerkorian's life, collected from diverse sources—war records, business archives, court documents, news clippings and the recollections and recorded memories of longtime pals and relatives. In The Gambler, Rempel illuminates this unknown, self-made man and his inspiring legacy as never before.

A winner of the National Magazine Award presents an entertaining account of the wild, and wildly expensive, goose chase among the media's top executives for control over a cable television enterprise that proved to be a white elephant.

How Wayne Huizenga Built a Sports and Entertainment Empire from Trash, Grit, and Videotape

Passion to Win

The Prize

The Rise of the Platform Marketer

What CEOs Say You Need To Know to Get Ahead

The Untold Story Behind the Extraordinary Rise and Spectacular Fall of BlackBerry

An Intimate Portrait of Larry Ellison and Oracle

'A thought-provoking book, bringing readers outside their comfort zones. It challenges us to think beyond the typical macro and microeconomic ...' [Read Full Review]A TanFT readers' best 2021 summer booksThroughout the history of mankind, the rise of societies, whether civilizations, nations, or communities, has been a story of human achievement. From the rise of the Akkadian empire in ancient Mesopotamia to the re-emergence of modern China, people constitute the basic denominator upon which societies build their success. The way people around the world think and behave is guided by a complex system of values. These values constitute key factors in the way economies are structured and their potential for further growth. To a large extent, they explain why Japan has gone through multiple lost decades; why Nordic countries accept the highest tax rates in the world, making their societies much more equal; why China has such a large trade surplus with the United States; or why some nations become stuck in a middle-income trap. It is these values, coupled with the right policies, that ultimately determine the destiny of nations.In this book, we explore how the combination of human values and policies affects national economic outcomes. We focus on certain key values conducive to growth: are people of a given nation, on average, hardworking, thrifty? Do they trust each other? Are they risk-takers? The harder people work, the higher the growth potential. Different savings patterns determine, to a large extent, whether a country will grow through investments and exports or consumption, and have generated large global imbalances over time. Trust goes a long way in explaining wealth and income inequalities and the role that governments can play in minimizing those inequalities. Economies with highly risk-averse citizens will stall. We also identify policies which have the greatest impact on economies. Political stability, much more so than any form of governance, is a precondition for growth. Free markets imply a process of creative destruction, free and fair competition, and a level playing field among companies. An educated workforce is a vital enabler of higher productivity and innovation. Corruption can seriously derail growth once it becomes endemic. Sound fiscal and monetary policies stabilize an economy as it goes through cycles and can greatly contribute to a more equal society and a more robust financial sector.

Praise for Damn Right! From the author of the bestselling WARREN BUFFETT SPEAKS. . . "Charlie Munger, whose reputation is deep and wide, based on an extraordinary record of brilliantly successful business strategies, sees things that others don't. There is a method to his mastery and, through this book, we get a chance to learn about this rare individual." -MICHAEL EISNER, Chairman and CEO, The Walt Disney Company "Janet Lowe uncovers the iconoclastic genius and subtle charm behind Charlie Munger's curmudgeonly facade in this richly woven portrait of our era's heir to Ben Franklin. With a biographer's detachment, an historian's thoroughness, and a financial writer's common sense, Lowe produces a riveting account of the family, personal, and business life of the idiosyncratically complex and endlessly fascinating figure." -LAWRENCE CUNNINGHAM, Cardozo Law School, Author of The Essays of Warren Buffett: Lessons for Corporate America "For years, Berkshire Hathaway shareholders and investors worldwide (me included) have struggled to learn more about Warren Buffett's cerebral sidekick. Now we can rest and enjoy reading Janet Lowe's book about this rare intellectual jewel called Charlie Munger." -ROBERT G. HAGSTROM, Author of The Warren Buffett Way "Charlie has lived by the creed that one should live a life that doesn't need explaining. But his life should be explained. In a city where heroism is too often confused with celebrity, Charlie is a true hero and mentor. He lives the life lessons that he has studiously extracted from other true heroes and mentors, from Ben Franklin to Ben Graham. This book illuminates those life lessons." - RONALD L. OLSON, Munger, Tolles & Olson llp "Janet Lowe's unprecedented access to Charlie Munger and Warren Buffett has resulted in a first-class book that investors, academics, and CEOs will find entertaining and highly useful."-TIMOTHY P. VICK, Money Manager and Author of How to Pick Stocks Like Warren Buffett

The highly acclaimed, instant New York Times bestseller that "shows the moment-by-moment reality of a painful possible future, the price we may have to pay for our passionate devotion to all of the wrong things." --Sarah Stone, San Francisco Chronicle The World Cal and Frida have always known is gone, and they've left the crumbling city of Los Angeles far behind them. They now live in a shack in the wilderness, working side-by-side to make their days tolerable in the face of hardship and isolation. Mourning a past they can't reclaim, they seek solace in each other. But the tentative existence they've built for themselves is thrown into doubt when Frida finds out she's pregnant. Terrified of the unknown and unsure of their ability to raise a child alone, Cal and Frida set out for the nearest settlement, a guarded and paranoid community with dark secrets. These people can offer them security, but Cal and Frida soon realize this community poses dangers of its own. In this unfamiliar world, where everything and everyone can be perceived as a threat, the couple must quickly decide whom to trust. A gripping and provocative debut novel by a stunning new talent, California imagines a frighteningly realistic near future, in which clashes between mankind's dark nature and deep-seated resilience force us to question how far we will go to protect the ones we love.

David Dreman's name is synonymous with the term "contrarian investing," and his contrarian strategies have been proven winners year after year. His techniques have spawned countless imitators, most of whom pay lip service to the buzzword "contrarian," but few can match his performance. His Kemper-Dreman High Return Fund has been the leader since its inception in 1988 -- the number one equity-income fund among all 208 ranked by Lipper Analytical Services, Inc. Dreman is also one of a handful of money managers whose clients have beaten the runaway market over the past five, ten, and fifteen years. Now, as the longest bull market in the history of the stock market winds down, there is increasing volatility and a great deal of uncertainty. This is the climate that tests the mettle of the pros, the worries of the average investor, and the success of David Dreman's brilliant new strategies for the next millennium. Contrarian Investment Strategies: The Next Generation shows investors how to outperform professional money managers and profit from potential Wall Street panics -- all in Dreman's trademark style, which The New York Times calls "witty and clear as a silver bell." Dreman reveals a proven, systematic, and safe way to beat the market by buying stocks of good companies when they are currently out of favor. At the heart of his book is a fundamental psychological insight: investors overreact. Dreman demonstrates how investors consistently overvalue the so-called "best" stocks and undervalue the so-called "worst" stocks, and how earnings and other surprises affect the best and worst stocks in opposite ways. Since surprises are a way of life in the market, Dreman shows you how to profit from these surprises with his ingenious new techniques, most of which have been developed in the nineties. You'll learn: Why contrarian stocks offer extra protection in bear markets, as well as delivering superior returns when the bull roars. Why a high dividend yield is just as important for the aggressive investor as it is for "widows and orphans." Why owning Treasury bills and government bonds -- the "safest investments" for centuries -- is like being fully margined at the top of the 1929 market. Why Initial Public Offerings are a guaranteed loser's game. Why you should avoid Nasdaq ("the market of the next hundred years") like the plague. Why crisis, panic, and even market downturns are the contrarian investor's best friend. Why the chances of hitting a home run using the Street's best research are worse than being the big winner in the New York State Lottery. Based on cutting-edge research and irrefutable statistics, David Dreman's revolutionary techniques will benefit professionals and laymen alike.

How could General Electric--perhaps America's most iconic corporation--suffer such a swift and sudden fall from grace? This is the definitive history of General Electric's epic decline, as told by the two Wall Street Journal reporters who covered its fall. Since its founding in 1892, GE has been more than just a corporation. For generations, it was job security, a solidly safe investment, and an elite business education for top managers. GE electrified America, powering everything from lightbulbs to turbines, and became fully integrated into the American societal mindset as few companies ever had. And after two decades of leadership under legendary CEO Jack Welch, GE entered the twenty-first century as America's most valuable corporation. Yet, fewer than two decades later, the GE of old was gone. Lights Out examines how Welch's handpicked successor, Jeff Immelt, tried to fix flaws in Welch's profit machine, while stumbling headlong into mistakes of his own. In the end, GE's traditional win-at-all-costs driven culture seemed to lose its direction, which ultimately caused the company's decline on both a personal and organizational scale. Lights Out details how one of America's all-time great companies has been reduced to a cautionary tale for our times.

Good Profit

The Life and Times of America's Banana King

Uneven Justice

The Davis Dynasty

Out Where the West Begins

Contrarian Investment Strategies: the Next Generation

Sumner Redstone's Battle for Viacom, CBS, and Everlasting Control of His Media Empire

The inside story of a case that illustrates the horrific perils of unchecked prosecutorial overreach, written by the man who experienced it firsthand. Raj Rajaratnam, the respected founder of the iconic hedge fund Galleon Group, which managed \$7 billion and employed 180 people in its heyday, chose to go to trial rather than concede to a false narrative concocted by ambitious prosecutors looking for a scapegoat for the 2008 financial crisis. Naively perhaps, Rajaratnam had expected to get a fair hearing in court. As an immigrant who had achieved tremendous success in his adopted country, he trusted the system. He had not anticipated prosecutorial overreach—inspired by political ambition—FBI fabrications, judicial compliance, and lies told under oath by cooperating witnesses. In the end, Rajaratnam was convicted and sentenced to eleven years in prison. He served seven and a half. Meanwhile, not a single senior bank executive responsible for the financial crisis was even charged. Uneven Justice is the story of his bewildering and confounding prosecution by forces who, quite frankly, were looking for bigger game. When Rajaratnam refused to support the narrative that would make that happen, he and the Galleon Group became collateral damage. A cautionary tale with implications for us all, Uneven Justice is both a riveting page-turner and an eye-opening lesson in the vagaries of justice when an unscrupulous prosecutor is calling the shots.

The Prize recounts the panoramic history of oil -- and the struggle for wealth power that has always surrounded oil. This struggle has shaken the world economy, dictated the outcome of wars, and transformed the destiny of men and nations. The Prize is as much a history of the twentieth century as of the oil industry itself. The canvas of this history is enormous -- from the drilling of the first well in Pennsylvania through two great world wars to the Iraqi invasion of Kuwait and Operation Desert Storm. The cast extends from wildcatters and rogues to oil tycoons, and from Winston Churchill and Ibn Saud to George Bush and Saddam Hussein. The definitive work on the subject of oil and a major contribution to understanding our century, The Prize is a book of extraordinary breadth, riveting excitement -- and great importance.

Hunter Harrison, the revolutionary railroador from Memphis, dramatically turned four publicly traded companies into cash machines. Starting as a laborer when he was a wayward teenager, Harrison spent a half century in the rail business and nearly two decades running Illinois Central, Canadian National, Canadian Pacific, and CSX. Never accepting the status quo, Harrison not only renovated established railroads, he forced an industry to shape up. As the pre-eminent proponent of Precision Scheduled Railroading, Harrison created approximately \$50 billion in shareholder value. Charming, intimidating, and not afraid to make enemies, the no-bullshit CEO let nothing get in his way. At the same time, he was a talent scout and coach to thousands, and a devoted father and husband for more than fifty years. Railroador offers insights into running all businesses. Howard Green's highly personal biography is deeply researched, based on conversations with Harrison over several years. It also includes candid stories from Harrison's family and colleagues - those who admired him and those who criticized him. Green's access and decades of experience give him the unparalleled ability to tell the story of this uncompromising leader who both inspired and infuriated.

How does a pizza business go from a broom closet in the back of a rundown bar to a multinational chain with 5,000 stores and \$3.7 billion per year in system-wide sales--and in only 30 years? The answer is simple: It puts its customers and its team members first. That's the story of Papa John's. That's the story of a "good business." And it could be the story of anyone who wants to run a company or benefit their community, so long as they're willing to apply the principles and practices that made Papa John's so wildly successful. 'Papa' is the story of the American Dream. It's the story of starting small and making it big. It's a story that can inspire anyone to follow their passion and chart their own path. Whether you're looking for the principles and practices that make a business successful, or you're just looking to read the story of someone who achieved more than they ever thought possible, this book is for you.

Cable CowboyJohn Malone and The Rise of The Modern Cable BusinessJohn Wiley & Sons

The Financial Numbers Game

Eight Unconventional CEOs and Their Radically Rational Blueprint for Success

Behind the Scenes with Berkshire Hathaway Billionaire Charlie Munger

Call Me Ted

Profiles, Visions, and Strategies of Early Western Business Leaders

Captive Audience

Losing the Signal

The remarkable story of Sumner Redstone, his family legacy, and the battles for all he controlled. Sumner Murray Redstone (1923–2020), who lived by the credo "content is king," leveraged his father ' s chain of drive-in movie theaters into one of the world ' s greatest media empires through a series of audacious takeovers designed to ensure his permanent control. Over the course of this meteoric rise, he made his share of enemies and feuded with nearly every member of his family. In The King of Content, Keach Hagey deconstructs Redstone ' s rise from Boston ' s West End through Harvard Law School to the highest echelons of American business. The ninety-seven-year-old mogul ' s life became a tabloid soap opera, the center of acrimonious legal battles throughout his vast holdings, which included Paramount Pictures and two of the largest public media companies, Viacom and CBS. At the heart of these lawsuits was Redstone ' s tumultuous love life and complicated relationship with his children. Redstone ' s daughter, Shari, has emerged as his de facto successor, but only after she ousted his closest confidant in a fierce power struggle. Yet Redstone ' s assets face an existential threat that goes beyond his family, disgruntled ex-girlfriends, or even the management of his companies: the changing nature of media consumption. As more and more people cut their cable cords, CBS, with its focus on sports and broadcast TV, has held steady, while Viacom, with its once-great cable channels like MTV and Nickelodeon, has suffered a precipitous fall. As their rivals merge, the question is whether Shari ' s push to undo her father ' s last big strategic maneuver and recombine CBS and Viacom will be enough to shore up their future. A biography and corporate whodunit filled with surprising details, The King of Content investigates Redstone ' s impact on business and popular culture, as well as the family feuds, corporate battles, and questionable alliances that go back decades—all laid bare in this authoritative book.

In one of the most fascinating business autobiographies of this year, Sumner Redstone tells the unvarnished story of how he overcame every obstacle to build a vast media and entertainment engine that includes Paramount, MTV, CBS, Nicklodeon and Blockbuster. A larger-than-life figure in the grand tradition of the Hearsts, Paleys and Pulitzers, and voted by 600 corporate executives as the #1 most inspiring CEO, this is the man who can truly say, "I AM VIACOM." A PASSION TO WIN is a riveting look behind the scenes at the highly charged negotiations that won Redstone both Viacom and Paramount. The book reveals the intense business calculations and strong emotions of Redstone's head-to-head confrontations with such adversaries as Barry Diller and H. Wayne Huizenga. And when Blockbuster went into the tank, risking Redstone's fortune and life's work with it, A PASSION TO WIN takes the reader on a financial roller-coaster ride on which Redstone revolutionised the video industry and righted his company. In a world of high-visibility corporate battles, Redstone pulls no punches. This is a book that shows the reader what it takes to win. Never before has Sumner Redstone revealed himself so candidly, and now with the assistance of writer Peter Knobler, he has produced an inspirational life story that will command major attention.

A collection of prayers from around the world, in such categories as "Children," "Animals," "The Sea," and "Songs & Celebrations."

Ten years ago, the United States stood at the forefront of the Internet revolution. With some of the fastest speeds and lowest prices in the world for high-speed Internet access, the nation was poised to be the global leader in the new knowledge-based economy. Today that global competitive advantage has all but vanished because of a series of government decisions and resulting monopolies that have allowed dozens of countries, including Japan and South Korea, to pass us in both speed and price of broadband. This steady slide backward not only deprives consumers of vital services needed in a competitive employment and business market—it also threatens the economic future of the nation. This important book by leading telecommunications policy expert Susan Crawford explores why Americans are now paying much more but getting much less when it comes to high-speed Internet access. Using the 2011 merger between Comcast and NBC Universal as a lens, Crawford examines how we have created the biggest monopoly since the breakup of Standard Oil a century ago. In

the clearest terms, this book explores how telecommunications monopolies have affected the daily lives of consumers and America's global economic standing.

Chronicling his 13 years as CEO of Circuit City during its most successful time and sharing his insightful analysis of its downfall, Alan Wurtzel imparts a wisdom that is a must-read for anyone even remotely interested in business. “ Good to Great to Gone illustrates the vital importance of listening to your customers. Without them your company has nothing. ” Tony Hsieh, New York Times bestselling author of Delivering Happiness and CEO of Zappos.com, Inc. How did Circuit City go from a Mom and Pop store with a mere \$13,000 investment, to the best performing Fortune 500 Company for any 15-year period between 1965 and 1995, to bankruptcy and liquidation in 2009? What must leaders do not only to take a business from good to great, but to avoid plummeting from great to gone in a constantly evolving marketplace? For almost 50 years, Circuit City was able to successfully navigate the constant changes in the consumer electronics marketplace and meet consumer demand and taste preferences. But with the company’s subsequent decline and ultimate demise in 2009, former CEO Alan Wurtzel has the rare perspective of a company insider in the role of an outsider looking in. Believing that there is no singular formula for strategy, Wurtzel emphasizes the “ Habits of Mind ” that influence critical management decisions. With key takeaways at the end of each chapter, Wurtzel offers advice and guidance to ensure any business stays on track, even in the wake of disruption, a changing consumer landscape, and new competitors. Part social history, part cautionary tale, and part business strategy guide, Good to Great to Gone: The 60 Year Rise and Fall of Circuit City features a memorable story with critical leadership lessons.

Pride, Delusion, and the Fall of General Electric

The Outsiders

Performance Marketing with Google, Facebook, and Twitter, Plus the Latest High-Growth Digital Advertising Platforms

Softwar

How Cable Baron John Malone and Assorted Corporate Titans Invented a Future Nobody Wanted

The Plot to Sink Galleon

The Telecom Industry and Monopoly Power in the New Gilded Age

In 2009, BlackBerry controlled half of the smartphone market. Today that number is one percent. What went so wrong? Losing the Signal is a riveting story of a company that toppled global giants before succumbing to the ruthlessly competitive forces of Silicon Valley. This is not a conventional tale of modern business failure by fraud and greed. The rise and fall of BlackBerry reveals the dangerous speed at which innovators race along the information superhighway. With unprecedented access to key players, senior executives, directors and competitors, Losing the Signal unveils the remarkable rise of a company that started above a bagel store in Ontario. At the heart of the story is an unlikely partnership between a visionary engineer, Mike Lazaridis, and an abrasive Harvard Business school grad, Jim Balsillie. Together, they engineered a pioneering pocket email device that became the tool of choice for presidents and CEOs. The partnership enjoyed only a brief moment on top of the world, however. At the very moment BlackBerry was ranked the world's fastest growing company internal feuds and chaotic growth crippled the company as it faced its gravest test: Apple and Google's entry in to mobile phones. Expertly told by acclaimed journalists, Jacquie McNish and Sean Silcoff, this is an entertaining, whirlwind narrative that goes behind the scenes to reveal one of the most compelling business stories of the new century.

Award-winning Bloomberg television host Betty Liu compiles the wisdom of the world's best CEOs into a fun, insightful, and practical guide for success. Betty Liu is famous the world over for asking the tough questions of today's most successful people—and for her uncanny ability to get straight answers where others have failed. As an award-winning financial journalist and Bloomberg Television anchor, Betty has sat down with billionaires, CEOs, politicians, and celebrities to get their views from the top. Now, in Work Smarts, Betty helps you get to the top by distilling the wisdom of some of the most prominent CEOs in the country. Warren Buffett, Jamie Dimon, Elon Musk, Sam Zell, John Chambers, Anne Mulcahy, and many more spill the beans on what it really takes to be successful, giving practical, “from the street” advice on how to get ahead in your career. Packed with candid, often humorous, revelations from leaders in the world of finance, technology, retail, telecom, entertainment, and more, Work Smarts delivers priceless guidance on: How to really network The importance of being likable What your boss is thinking when you ask for a raise Winning every negotiation Bouncing back from a firing or layoff Thinking like a true entrepreneur The secret skill every successful person needs Overcoming fear Being a standout job candidate Knowing what’s holding you back Knowing what can propel you forward Why sometimes being good at your job just isn’t enough Combining the trademark, hands-on approach of one of today’s most respected financial journalists with the wisdom of the world’s most successful business leaders, Work Smarts is a gold mine of real-world insight and advice on how to get ahead in business and forge a career that maximizes all your best talents and skills.

An inside look at a cable titan and his industry John Malone, hailed as one of the great unsung heroes of our age by some and reviled by others as a ruthless robber baron, is revealed as a bit of both in Cable Cowboy. For more than twenty-five years, Malone has dominated the cable television industry, shaping the world of entertainment and communications, first with his cable company TCI and later with Liberty Media. Written with Malone's unprecedented cooperation, the engaging narrative brings this controversial capitalist and businessman to life. Cable Cowboy is at once a penetrating portrait of Malone's complex persona, and a captivating history of the cable TV industry. Told in a lively style with exclusive details, the book shows how an unassuming copper strand started as a backwoods antenna service and became the digital nervous system of the U.S., an evolution that gave U.S. consumers the fastest route to the Internet. Cable Cowboy reveals the forces that propelled this pioneer to such great heights, and captures the immovable conviction and quicksilver mind that have defined John Malone throughout his career.

Praise for The Financial Numbers Game “So much for the notion ‘those who can, do-those who can't, teach.’ Mulford and Comiskey function successfully both as college professors and real-world financial mercenaries. These guys know their balance sheets. The Financial Numbers Game should serve as a survival manual for both serious individual investors and industry pros who study and act upon the interpretation of financial statements. This unique blend of battle-earned scholarship and quality writing is a must-read/must-have reference for serious financial statement analysis.” --Bob Acker, Editor/Publisher, The Acker Letter “Wall Street's unforgiving attention to quarterly earnings presents ever increasing pressure on CFOs to manage earnings and expectations. The Financial Numbers Game provides a clear explanation of the ways in which management can stretch, bend, and break accounting rules to reach the desired bottom line. This arms the serious investor or financial analyst with the healthy skepticism required to drive beyond reported results to a clear understanding of a firm's true performance.” --Mark Hurley, Managing Director, Training and Development, Global Corporate and Investment Banking, Bank of America “After reading The Financial Numbers Game, I feel as though I've taken a master's level course in financial statement analysis. Mulford and Comiskey's latest book should be required reading for anyone who is serious about fundamentally analyzing stocks.” --Harry Domash, San Francisco Chronicle investing columnist and investment newsletter publisher

“A crazy American epic” -Newsweek Complex, contentious, and blessed with the perfect-pitch ability to find the next big talent, David Geffen has shaped American popular culture and transformed the way Hollywood does business. His dazzling career has included the roles of power agent, record-industry mogul, Broadway producer, and billionaire Hollywood studio founder—but from the beginning his accomplishments have been shadowed by the ruthlessness with which he has pursued fame, money, and power. With The Operator, Tom King—who interviewed Geffen for the book and had unimpeded access to his circle of intimates—presents a mesmerizing chronicle of Geffen's meteoric rise from the mailroom at William Morris, as well as a captivating tour of thirty sizzling years of Hollywood history. Drawing on the recollections of celebrities such as Tom Cruise, Yoko Ono, Warren Beatty, Courtney Love, Paul Simon, and even Cher (whom Geffen nearly married), The Operator transports readers to a world that is as ruthless as it is dazzling, revealing a great American story about success and the bargains made for it. “A detailed portrait of Hollywood's premier manipulator...The Operator is as much a composite portrait of the ‘New Hollywood’ as it is of the fifty-seven-year-old partner in DreamWorks SKG.” -San Francisco Chronicle “Illuminating...[The Operator] shows how raging ambition and chutzpah are as much valued as talent—or more so—in determining success.” -Philadelphia Inquirer

The Unfiltered Genius and Controversy of Four-Time CEO Hunter Harrison

The Making of a Blockbuster

A Novel

Values At The Core: How Human Values Contribute To The Rise Of Nations

Railroader

Changing Forever the Way Americans Invest

Money from Thin Air

#1 NEW YORK TIMES BESTSELLER • The master of the legal thriller probes the savage depths of racial violence in this searing courtroom drama featuring the beloved Jake Brigance. “John Grisham may well be the best American storyteller writing today.”—The Philadelphia Inquirer The life of a ten-year-old black girl is shattered by two drunken and remorseless white men. The mostly white town of Clanton in Ford County, Mississippi, reacts with shock and horror at the inhuman crime—until the girl’s father acquires an assault rifle and takes justice into his own hands. For ten days, as burning crosses and the crack of sniper fire spread through the streets of Clanton, the nation sits spellbound as defense attorney Jake Brigance struggles to save his client’s life—and then his own. Don't miss any of John Grisham's gripping Jake Brigance novels: A TIME TO KILL • SYCAMORE ROW • A TIME FOR MERCY

Although its brown vans are on every block and its delivery service reaches more than 200 countries, UPS is among the world’s most underestimated and misunderstood companies. For the first time, a UPS “lifer” tells the behind-the-scenes story of how a small messenger service became a business giant. Big Brown reveals the remarkable 100-year history of UPS and the life of its founder Jim Casey—one of the greatest unknown capitalists of the twentieth century. Casey pursued a Spartan business philosophy that emphasized military discipline, drab uniforms, and reliability over flash—a model that is still reflected in UPS culture today. Big Brown examines all the seeming paradoxes about UPS: from its traditional management style and strict policies coupled with high employee loyalty and strong labor relations; from its historical “anti-marketing” bias (why brown?) to its sterling brand loyalty and reputation for quality.

An inside look at a cable titan and his industry John Malone, hailed as one of the great unsung heroes of our age by some and reviled by others as a ruthless robber baron, is revealed as a bit of both in Cable Cowboy. For more than twenty-five years, Malone has dominated the cable television industry, shaping the world of entertainment and communications, first with his cable company TCI and later with Liberty Media. Written with Malone's unprecedented cooperation, the engaging narrative brings this controversial capitalist and businessman to life. Cable Cowboy is at once a penetrating portrait of Malone's complex persona, and a captivating history of the cable TV industry. Told in a lively style with exclusive details, the book shows how an unassuming copper strand started as a backwoods antenna service and became the digital nervous system of the U.S., an evolution that gave U.S. consumers the fastest route to the Internet. Cable Cowboy reveals the forces that propelled this pioneer to such great heights, and captures the immovable conviction and quicksilver mind that have defined John Malone throughout his career.

"Early to bed, early to rise, work like hell and advertise!" These words of fatherly advice helped shape Ted Turner's remarkable life, but they only begin to explain the colorful, energetic, and unique style that has made Ted into one of the most amazing personalities of our time. Along the way - among his numerous accomplishments -- Ted became one of the richest men in the world, the largest land owner in the United States, revolutionized the television business with the creation of TBS and CNN, became a champion sailor and winner of the America's Cup, and took home a World Series championship trophy in 1995 as owner of the Atlanta Braves. An innovative entrepreneur, outspoken nonconformist, and groundbreaking philanthropist, Ted Turner is truly a living legend, and now, for the first time, he reveals his personal story. From his difficult childhood to the successful launch of his media empire to the catastrophic AOL/Time Warner deal, Turner spares no details or feelings and takes the reader along on a wild and sometimes bumpy ride. You'll also hear Ted's personal take on how we can save the world...share his experiences in the dugout on the day when he appointed himself as manager of the Atlanta Braves....learn how he almost lost his life in the 1979 Fastnet sailing race (but came out the winner)...and discover surprising details about his dealings with Fidel Castro, Mikhail Gorbachev, Jimmy Carter, Bill Gates, Jack Welch, Warren Buffett, and many more of the most influential people of the past half century. Ted also doesn't shrink from the darker and more intimate details of his life. With his usual frankness, he discusses a childhood of loneliness (he was left at a boarding school by his parents at the tender age of four), and the emotional impact of devastating losses (Ted's beloved sister died at seventeen and his hard-charging father committed suicide when Ted was still in his early twenties). Turner is also forthcoming about his marriages, including the one to Oscar-winning actress, Jane Fonda. Along the way, Ted's friends, colleagues, and family are equally revealing in their unique "Ted Stories" which are peppered throughout the book. Jane Fonda, especially, provides intriguing insights into Ted's inner drive and character. In CALL ME TED, you'll hear Ted Turner's distinctive voice on every page. Always forthright, he tells you what makes him tick and what ticks him off, and delivers an honest account of what he's all about. Inspiring and entertaining, CALL ME TED sheds new light on one of the greatest visionaries of our time.

NEW YORK TIMES BESTSELLER • Learn how to apply the principles of Charles Koch's revolutionary Market-Based Management® system to generate good profit in your organization, company, and life “This book helps show you the way to good profit—whether you work for an international supermarket chain, a medium-sized regional business, or your own start-up.”—John Mackey, co-founder and co-CEO, Whole Foods Market The technological innovations, extreme politics, civil unrest, cyber attacks, demographic shifts, and global pandemic that have affected all businesses since this book was published have only confirmed Charles Koch's belief that “the only reason a business should exist (and the only way it can legitimately survive long term) is to create value in a responsible way.” Hence, the principles in Good Profit are more important today than ever before. What exactly does Koch Industries, Inc., do and why is it so remarkably profitable? Koch's name may not be on your home's plywood, vehicle's grille, smartphone's connectors, or baby's ultra-absorbent diapers but it makes them all. And Koch's Market-Based Management® (MBM) system is what drives these innovations and many more. The core objective of MBM is to generate good profit. Good profit results from products and services that customers vote for freely with their dollars. It results from a bottom-up culture where employees are empowered to act entrepreneurially to discover customers' preferences and the best ways to improve their lives. Drawing on six decades of interdisciplinary studies, experimental discovery, and practical implementation across Koch businesses worldwide, Charles Koch walks the reader through the five dimensions of MBM to show how to apply its framework in any business, industry, or organization of any size. Readers will learn how to: • Craft a vision for how to thrive in spite of increasingly rapid disruption and ever-changing consumer values • Select and retain a workforce possessing both virtue and talent • Create an environment of knowledge sharing that prizes respectful challenges from everyone at every level • Award employees with ownership and decision rights based on their comparative advantages and proven contributions, not job title • Motivate all employees to maximize their contributions by structuring incentives so compensation is limited only by the value they create A must-read for any leader, entrepreneur, or student, as well as anyone who wants a more civil, fair, and prosperous society, Good Profit is one of the greatest management books of all time.

Conservative Investors Sleep Well

Boardroom Battles and the Rise of Shareholder Activism

The 60 Year Rise and Fall of Circuit City

John Malone and the Rise of the Modern Cable Business

The Fish That Ate the Whale

Good to Great to Gone

The Big Picture

It's time to redefine the CEO success story. Meet eight iconoclastic leaders who helmed firms where returns on average outperformed the S&P 500 by more than 20 times.

Most of all, Corr captures the heart of a new kind of executive who is changing the way business works forever.”--BOOK JACKET.

A chronicle of the massive transformation in Hollywood since the turn of the century and the huge changes yet to come, drawing on interviews with key players, as well as documents from the 2014 Sony hack

In New Grub Street George Gissing re-created a microcosm of London's literary society as he had experienced it. His novel is at once a major social document and a story that draws us irresistibly into the twilight world of Edwin Reardon, a struggling novelist, and his friends and acquaintances in Grub Street including Jasper Milvain, an ambitious journalist, and Alfred Yule, an embittered critic. Here Gissing brings to life the bitter battles (fought out in obscure garrets or in the Reading Room of the British Museum) between integrity and the dictates of the market place, the miseries of genteel poverty and the damage that failure and hardship do to human personality and relationships.

The author of Sweet and Low presents a historical profile of Samuel Zemurray that traces his rise from a penniless youth to one of the world's wealthiest and most powerful men, offering insight into his capitalist talents and the ways in which his life reflected the best and worst of American business dealings.

The King of Content

The Story of Craig McCaw, the Visionary who Invented the Cell Phone Industry, and His Next Billion-dollar Idea

The Story of Papa John's Pizza

Damn Right!

New Grub Street

The Gambler

The Billionaire Shell Game

In Invested, Charles Schwab, founder of The Charles Schwab Corporation, recounts the obstacles he encountered starting his fledgling company in the 1970s, its astonishing growth, and the ups and downs it weathered as he made stock investing, once the expensive and clubby reserve of the few, accessible to ordinary Americans. A deeply personal memoir, Schwab describes his passion to have Main Street participate in the growing economy, as investors and owners, not only earners. Schwab opens up about his dyslexia, how he worked around and ultimately embraced it, and the challenges he faced when, a year into his grand experiment in discounted stock trading, living in a small apartment in Sausalito with his wife Helen and new baby, he carried a six-figure debt and pocketsful of personal loans. As it turned out, customers flocked to Schwab, his small team scrambling with scarce resources and no roadmap to manage the company's growth. He recounts Schwab's game-changing sale to Bank of America - and how, in the end, the merger almost doomed his organization. We learn about the clever and timely leveraged buyout he crafted to regain independence; the crushing stock market collapse of 1987 just weeks after the company had gone public; the dot-com meltdown of 2000 and its reverberating aftermath of economic stagnation, layoffs and the company's eventual reinvention; and how the company's focus on managing risk protected it and its clients during the financial crisis in 2008, propelling its growth. A remarkable story of a company succeeding by challenging norms and conventions through decades of change, Invested also offers unique insights and lifelong principles Schwab for readers - the values that he has lived and worked by and have made him one of the most successful entrepreneurs of our time. Today, his eponymous company is one of the leading financial services firms in the world, with over 3 trillion dollars in client assets.

Develop the skills and capabilities quickly becoming essential in the new marketing paradigm The Rise of the Platform Marketer helps you leverage the "always-on" consumer to deliver more personalized engagements across media, channels, and devices. By managing these interactions at scale throughout the customer lifecycle, you can optimize the value of your customers and segments through strategic use of Connected CRM (cCRM). This book shows you how to take advantage of the massive growth and proliferation of social and other digital media, with clear strategy for developing the new capabilities, tools, metrics, and processes essential in the age of platform marketing. Coverage includes identity management, audience management, consumer privacy and compliance, media and channel optimization, measurement and attribution, experience design, and integrated technology, plus a discussion on how the company as a whole must evolve to keep pace with marketing's increasingly rapid evolution and capabilities. The expansion of digital platforms has created addressability opportunity through search, video, display, and social media, offering today's foremost opportunity for competitive advantage. This book outlines the capabilities and perspective required to reap the rewards, helping you shift your strategy to align with the demands and expectations of the modern consumer. Develop the tools, metrics, and processes necessary to engage the modern consumer Gain a deep understanding of Connected Customer Relationship Management Leverage trends in technology and analytics to create targeted messages Adjust your company's structure and operations to align with new capabilities The new era of marketing requires thorough understanding of cCRM, along with the knowledge and innovative forethought to thrive in the ever-expanding digital audience platform environment. The Rise of the Platform Marketer gives you an edge, and helps you clear a path to full implementation. Traces the career of the onetime garbageman, now head of the enormously successful Blockbuster Video chain and a major player in the merger of Viacom and Paramount, detailing his management style and strategies. 50,000 first printing. \$50,000 ad/promo.

A sharp and illuminating history of one of capitalism's longest running tensions—the conflicts of interest among public company directors, managers, and shareholders—told through entertaining case studies and original letters from some of our most legendary and controversial investors and activists. Recent disputes between shareholders and major corporations, including Apple and DuPont, have made headlines. But the struggle between management and those who own stock has been going on for nearly a century. Mixing never-before-published and rare, original letters from Wall Street icons—including Benjamin Graham, Warren Buffett, Ross Perot, Carl Icahn, and Daniel Loeb—with masterful scholarship and professional insight, Dear Chairman traces the rise in shareholder activism from the 1920s to today, and provides an invaluable and unprecedented perspective on what it means

to be a public company, including how they work and who is really in control. Jeff Gramm analyzes different eras and pivotal boardroom battles from the last century to understand the factors that have caused shareholders and management to collide. Throughout, he uses the letters to show how investors interact with directors and managers, how they think about their target companies, and how they plan to profit. Each is a fascinating example of capitalism at work told through the voices of its most colorful, influential participants. A hedge fund manager and an adjunct professor at Columbia Business School, Gramm has spent as much time evaluating CEOs and directors as he has trying to understand and value businesses. He has seen public companies that are poorly run, and some that willfully disenfranchise their shareholders. While he pays tribute to the ingenuity of public company investors, Gramm also exposes examples of shareholder activism at its very worst, when hedge funds engineer stealthy land-grabs at the expense of a company's long term prospects. Ultimately, he provides a thorough, much-needed understanding of the public company/shareholder relationship for investors, managers, and everyone concerned with the future of capitalism.

Between 1800 and 1920, an extraordinary cast of bold innovators and entrepreneurs—individuals such as Cyrus McCormick, Brigham Young, Henry Wells and James Fargo, Fred Harvey, Levi Strauss, Adolph Coors, J. P. Morgan, and Buffalo Bill Cody—helped lay the groundwork for what we now call the American West. They were people of imagination and courage, adept at maneuvering the rapids of change, alert to opportunity, persistent in their missions. They had big ideas they were not afraid to test. They stitched the country together with the first transcontinental railroad, invented the Model A and built the roads it traveled on, raised cities and supplied them with water and electricity, established banks for immigrant populations, entertained the world with film and showmanship, and created a new form of western hospitality for early travelers. Not all were ideal role models. Most, however, once they had made their fortunes, shared them in the form of cultural institutions, charities, libraries, parks, and other amenities that continue to enrich lives in the West today. Out Where the West Begins profiles some fifty of these individuals, tracing the arcs of their lives, exploring their backgrounds and motivations, identifying their contributions, and analyzing the strategies they developed to succeed in their chosen fields.

Best. Movie. Year. Ever.

The Untold Story of UPS

The Epic Quest for Oil, Money & Power

David Geffen Builds, Buys, and Sells the New Hollywood

How Penniless Dropout Kirk Kerkorian Became the Greatest Deal Maker in Capitalist History

The Operator

California

From a veteran culture writer and modern movie expert, a celebration and analysis of the movies of 1999—"a terrifically fun snapshot of American film culture on the brink of the Millennium....An absolute must for any movie-lover or pop-culture nut" (Gillian Flynn). In 1999, Hollywood as we know it exploded: Fight Club. The Matrix. Office Space. Election. The Blair Witch Project. The Sixth Sense. Being John Malkovich. Star Wars: The Phantom Menace. American Beauty. The Virgin Suicides. Boys Don't Cry. The Best Man. Three Kings. Magnolia. Those are just some of the landmark titles released in a dizzying movie year, one in which a group of daring filmmakers and performers pushed cinema to new limits—and took audiences along for the ride. Freed from the restraints of budget, technology, or even taste, they produced a slew of classics that took on every topic imaginable, from sex to violence to the end of the world. The result was a highly unruly, deeply influential set of films that would not only change filmmaking, but also give us our first glimpse of the coming twenty-first century. It was a watershed moment that also produced The Sopranos; Apple's AirPort; Wi-Fi; and Netflix's unlimited DVD rentals. "A spirited celebration of the year's movies" (Kirkus Reviews), Best. Movie. Year. Ever. is the story of not just how these movies were made, but how they re-made our own vision of the world. It features more than 130 new and exclusive interviews with such directors and actors as Reese Witherspoon, Edward Norton, Steven Soderbergh, Sofia Coppola, David Fincher, Nia Long, Matthew Broderick, Taye Diggs, M. Night Shyamalan, David O. Russell, James Van Der Beek, Kirsten Dunst, the Blair Witch kids, the Office Space dudes, the guy who played Jar-Jar Binks, and dozens more. It's "the complete portrait of what it was like to spend a year inside a movie theater at the best possible moment in time" (Chuck Klosterman).

The Fight for the Future of Movies

Dear Chairman

Invested

Detecting Creative Accounting Practices

PAPA

A Time to Kill

Cable Cowboy