

Pwc Buying Guide

What is different about the careers of people like Lou Gerstner, the acclaimed, recently retired chairman and CEO of IBM? Or Senator Elizabeth Dole, Yahoo! COO Dan Rosensweig, and Tom Freston, chairman and CEO of MTV Networks? Why did they ascend to the top and prosper—why did they have extraordinary careers—while others equally talented never reached their potential or aspirations? Jim Citrin and Rick Smith of Spencer Stuart, the world’s most influential executive search firm, set out to explore this question. The result—based on in-depth, original research—is sure to be the most important and useful book for anyone seeking to crack the code of how to build a rewarding, personally satisfying career. Like weather systems and financial markets, careers contain patterns. What Citrin and Smith found from their research and extensive experience is that people with extraordinary careers are guided by five straightforward patterns that can be harnessed and used by everyone. These individuals:

- Understand the value of you by translating their knowledge and experience into action, building their personal value over each phase of their career
- Practice benevolent leadership by not clawing their way to the top but by being carried there
- Solve the permission paradox, the dilemma of not being able to get a job without experience and not getting the experience without the job
- Differentiate using the 20/80 principle of performance by storming past their defined jobs to create breakthrough ideas and deliver unexpected impact
- Do not micromanage their careers, but macromanage them by gravitating toward the things they are best at and have a passion for, and working with people they like and respect

No one manages your career for you. But with Citrin and Smith as your guide, you’ll be able to understand—and act on—the root causes of success. And what better source for strategic career advice than Spencer Stuart, the firm that over the past ten years has conducted more than 60 percent of the searches for Fortune 1000 CEOs?

A practical approach to business transformation Fit for Growth* is a unique approach to business transformation that explicitly connects growth strategy with cost management and organization restructuring. Drawing on 70-plus years of strategy consulting experience and in-depth research, the experts at PwC’s Strategy& lay out a winning framework that helps CEOs and senior executives transform their organizations for sustainable, profitable growth. This approach gives structure to strategy while promoting lasting change. Examples from Strategy&’s hundreds of clients illustrate successful transformation on the ground, and illuminate how senior and middle managers are able to take ownership and even thrive during difficult periods of transition. Throughout the Fit for Growth process, the focus is on maintaining consistent high-value performance while enabling fundamental change. Strategy& has helped major clients around the globe achieve significant and sustained results with its research-backed approach to restructuring and cost reduction. This book provides practical guidance for leveraging that expertise to make the choices that allow companies to: Achieve growth while reducing costs Manage transformation and transition productively Create lasting competitive advantage Deliver reliable, high-value performance Sustainable success is founded on efficiency and high performance. Companies are always looking to do more with less, but their efforts often work against them in the long run. Total business transformation requires total buy-in, and it entails a series of decisions that must not be made lightly. The Fit for Growth approach provides a clear strategy and practical framework for growth-oriented change, with expert guidance on getting it right. *Fit for Growth is a registered service mark of PwC Strategy& Inc. in the United States

Fit for GrowthA Guide to Strategic Cost Cutting, Restructuring, and RenewalJohn Wiley & Sons

Boating Magazine's Insider's Guide to Buying a Powerboat: Featuring Tips and Traps for the Smart Boat Buyer

Jet Ski Best Practices - A guide for new riders

Better Change

The Anti-Pirate Potato Cannon

Consumers Index to Product Evaluations and Information Sources

SRDS Consumer Magazine Advertising Source

Ease the M&A process with a more effective integration plan The Complete Guide to Mergers and Acquisitions is the ultimate handbook for planning and managing post-merger integration. Packed full of "how to" guidance, tools, templates and resources that have been put to the test on numerous due diligence and integration efforts around the world, The Complete Guide to Mergers and Acquisitions has been the go-to guide for firms seeking to maximize the value of their deals since the release of the first edition in 1999. Poor integration management virtually ensures that a merger or acquisition will fail to meet financial and strategic goals. The Complete Guide to Mergers and Acquisitions provides the information that enables firms to quickly and prudently capture projected cost and revenue synergies, and to move the combined organization forward. The book addresses strategic deal considerations, due diligence, integration management, people dynamics and cultural integration, common integration mistakes, communications strategies, and provides actionable steps toward creating measurable, positive results throughout the integration process. The updated third edition contains new information and tools to help firms in any industry manage deals of all sizes, including: Results of The State of M&A Integration Effectiveness Survey, 2014 A new chapter on the M&A process deal stages, with an expanded Deal Flow Model Findings of substantial M&A research from various studies in multiple industries and organizations, supporting the concepts presented throughout the book New and revised tools and templates for due diligence, integration, and results measurement and reporting New case examples of recent transactions Highlighted 'Key Principles' throughout each chapter A summary of key points at the end of each chapter Discussion questions addressing the key themes of each chapter A 'rapid assessment' diagnostic regarding the key elements of each chapter, which can be completed for any organization A revised chapter on taking your M&A game to the next level – essential requirements for building M&A capabilities into a consistently successful enterprise competency Merger and acquisition activity across the globe continues to grow, and is also playing a major role in the development of expanding markets. A well-managed integration effort is essential to success, and failure means a tremendous waste in terms of time and money, as well as the rapid destruction of shareholder value. The Complete Guide to Mergers and Acquisitions: Process Tools to Support M&A Integration at Every Level, Third Edition is an invaluable resource to guide firms in managing M&A integration and maximize the value of their deals.

Do you have a PwC (PricewaterhouseCoopers) Assessment Day coming up? Want to know how to pass the Group Assessment? If so, then this is the only book for you! Written by a former Assessor who has sat in on hundreds of Group Assessments, this book will tell you: What to expect on the day, and how to avoid any easy pitfalls in dress code; What the Group Assessment is testing you on, and how to deal with other candidates; What the best system is for making notes- and then using them; What Assessors are looking for- and why; What the Number 1 reason is for failing a Group Assessment; How to be confident- even if you don't feel it And much, much more! If you are lucky enough to have a PwC Assessment Centre coming up, the most likely thing you are worried about will be the Group Assessment. This is where you will be herded into a room with other strangers, and given a pile of information while Assessors watch on- judging every word you say. This book has been designed to take the mystery out of the Assessment Centre- and in particular teach candidates the best methods to approach dreaded the Group Assessment. The PwC Group Assessment changed in late 2016, meaning the majority of information out there online is now out of date. This book has been written to ensure you have all the tips and tricks at your disposal to pass the hardest part of the PwC Assessment Day. It is packed with vital information of what is expected of a candidate- and why candidates should do certain things to give themselves the best possible chance of success. This isn't just a list of vague hints and tips- this book will tell you what to expect, and how to react to it! This book is the unofficial, inside scoop on how to pass the most unpredictable part of the Assessment Centre. You can revise for the other tests- but most candidates go into the Group Assessment Exercise not having a clue what it is going to be about. By investing in this book you put yourself head and shoulders above all of them. The information found elsewhere is very inaccurate- don't take the risk of studying the wrong things. Give yourself the best possible chance of getting the job! Is your PwC Assessment Day coming up very soon? Or is it some time away? This book has been deliberately written to provide candidates with the information they need- whether they have weeks to digest it, or just a few hours! Even if your PwC Assessment Day is tomorrow, this book tells you the most important parts to read before you go in. If your PwC assessment day is in a week- buy the book today and read it at your leisure! The PwC Assessment Day is the best chance you have of getting into the biggest and most prestigious accounting firm on the planet- don't leave the hardest part of the Day to chance. Download this book today and give yourself the best possible chance of passing the PwC Group Task. Don't be the only person in your Group Assessment who hasn't read this book! Don't have a Kindle? Download the Kindle app for iPhone/ Android and you can be reading this book in seconds!

An expert's insider secrets to how successful CEOs and directors shape, lead, and oversee their organizations to achieve corporate goals Governance, Risk Management, and Compliance shows senior executives and board members how to ensure that their companies incorporate the necessary processes, organization, and technology to accomplish strategic goals. Examining how and why some major companies failed while others continue to grow and prosper, author and internationally recognized expert Richard Steinberg reveals how to cultivate a culture, leadership process and infrastructure toward achieving business objectives and related growth, profit, and return goals. Explains critical factors that make compliance and ethics programs and risk management processes really work Explores the board's role in overseeing corporate strategy, risk management, CEO compensation, succession planning, crisis planning, performance measures, board composition, and shareholder communications Highlights for CEOs, senior management teams, and board members the pitfalls to avoid and what must go right for success Outlines the future of corporate governance and what's needed for continued effectiveness Written by well-known corporate governance and risk management expert Richard Steinberg Governance, Risk Management, and Compliance lays a sound foundation and provides critical insights for understanding the role of governance, risk management, and compliance and its successful implementation in today's business environment.

A Guide to Strategic Cost Cutting, Restructuring, and Renewal

Green Guide

Getting to Yes

The Evolution, Practice and Structure of Management Consultancy Worldwide

Ride

The 5 Patterns of Extraordinary Careers

Go off the beaten trail and discover over 100 incredible cycling adventures across the globe. See the world on two wheels and explore the most thrilling on and off-road cycling routes. Whether you're an experienced, ascent-loving road cyclist or are planning your first backpacking trip, this stunning guide will help you plan the perfect bicycle tour. Inside the pages of this guide you will find: - 100 rides, from day cycles around cities to epic journeys across continents - A beautifully designed gift book with stunning photography throughout - An inspirational travel guide for anyone planning a cycling holiday - A carefully curated selection of the best cycling routes, chosen by cycling and travel experts - Rides arranged geographically within each chapter - Top tips for getting the most out of each ride, including refuelling spots, epic viewpoints, or nearby must-see sights, as well as suggestions for alternative ways to tackle a route Ride will take you around the world to see all the places on your bucket list! In Europe, you can power up mountain passes in Italy's Dolomites or tackle Bolivia's infamous Death Road in South America. Cycle the famous Cape-to-Cairo route across Africa or go island-hopping in Japan - the world is your oyster. Awe-inspiring images and descriptions of each bike ride will have you itching to jump in the saddle. This travel guide book includes all you need to plan the nitty-gritty of your trips like handy maps, elevation profiles, and practical information like distance, difficulty, and road surface. We've also included facts and figures on the world's most famous cyclists and iconic races, plus information on the history of cycling, how to choose a bike, and what kit to take.

A reconnaissance study has been made to determine the extent of pollution which results from the operation of a two-cycle outboard engine. Comparisons have been made of engine operation with and without a pollution control device attached. Studies have also been made of the biodegradability of the fuel and exhaust products. Tests made in a swimming tank with an untuned engine have shown that the quantity of fuel wasted as exhaust varied from about 7 percent of the volume of fuel used at high speeds, to over 30 percent at low speeds. For a recently tuned engine, the quantity of fuel discharged ranged from about 3 percent at high speeds to about 26 percent at low speeds. When the Goggi pollution control device was installed, these quantities were intercepted and collected rather than discharged with the exhaust. Analyses at various depths indicated that nearly all products separated from the water in a short time and collected on the surface. Very little dissolved or emulsified oil was noted. Various analytical techniques were studied. Both fuel and exhaust products are capable of supporting microbial growth. Growth rates, however, appear to be limited by available oxygen.

Becoming a partner in a professional services firm is for many ambitious fee-earners the ultimate goal. But in this challenging industry, with long hours, high pressure and even higher expectations, how do you stand out from the crowd? How do you build the most effective relationships? And how do you find the time to do all of this and still have a fulfilling personal life? Now in its third edition, How to Make Partner and Still Have a Life equips individuals at the start of their career through to partner with the skills needed to reach and succeed at the leadership level. How to Make Partner and Still Have a Life details the expectations and realities of being a partner and outlines how you can continue to achieve once you have obtained the much-coveted role. This edition is updated with guidance on developing the right mindset for success and the importance of mentoring and sponsorship. There is a specific focus on women and BAME professionals and the challenges faced by individuals coming from non-traditional or under-represented backgrounds. Heather Townsend and Jo Larbie provide a guide to help you tackle common obstacles and work smarter - not harder - to reach the top. Start your journey to partnership and still have the time for a life outside of work.

The Complete Reference for Consuming Wisely

It Can't Happen to Us--Avoiding Corporate Disaster While Driving Success

The Invisible Brand: Marketing in the Age of Automation, Big Data, and Machine Learning

Greater Michigan

Strategy That Works

The Unofficial Guide

Spark a passion for sailing and the outdoors in your child From the Moonbeam Children ' s Book Awards bronze medal winner! Ever since humankind began seafaring, boats and shoreline adventures have produced sturdy, independent, creative, self-reliant kids. From the author of the bestselling Complete Sailor and proud father of a boy mariner, here is the book for all parents who want to introduce their kids to the world of boats, boating, sailing, the shore, and the sea. It provides dozens of adventures and activities for kids, and a plethora of projects for you and your kids to do together. Topics range from how-to to fanciful, in random organization so that each excursion into the book turns up unrelated gems on facing pages. The Anti-Pirate Potato Cannon encourages your kid to get outdoors and on the water, to build things, to try things, to cultivate their curiosity, to learn self-reliance, and to get a giant dose of the magic of seaside adventure. Loaded with things for kids to do--build a rope ladder; build a Huck Finn raft from PVC pipe; catch and fillet a fish; go crabbing; skip a stone; body surf; waterski on bare feet; chart a cove; learn the great sea battles; build a sandcastle; navigate; win a sailboat race; paddle a sea kayak; and a whole lot more. Designed to cultivate a kid's curiosity about the natural world. Topics include: Where's the wind coming from; How high is that wave; An anti-pirate potato cannon; Brew your own biofuel; Make a dugout canoe; Build a Huck Finn raft from PVC pipe; Skip a stone; Build a sandcastle; Carve a paddle; Row a boat Escape a rip current; Go kite sailing; Navigate by the stars; Carve a half-hull model; What's on the bottom; A journey to the abyss; Don't wrestle an alligator; A dinghy camper; How to dive with mask and snorkel; Build a motorboat from cardboard tubes; Body surf; Recognize ships; Discipline in the Age of Sail: cat-o-nine tails, hanging from the yardarms; Steer without a rudder; Chapter 25. Tie up to a dock; Reading a lines drawing; Whatever floats your boat; Play nautical capture the flag; Paddle a sea kayas; Build a rowboat; Signal across the water; Capture plankton in a net; Tie knots and splices; Make a rope ladder; Make a chart of your favorite cove; Throw your own beach clam bake; Make a catboat-race weather vane; Fight off a shark; Heave a monkey's fist; Ski on your own bare feet; Fillet a fish... and cook it on your engine; Your own ditty bag; A proper sailor's knife; How to stand up on a PWC; How to get up on a wakeboard; Go clamming; Build a human pyramid on water skis; How to poop in a boat: How marine heads work; Diver's tube raft; Submarine a PWC; Survive a sinking; Finding east or west All you need is the north star; The bosun's pipe; Ships in a bottle; Five sea battles that changed history; Use the five secrets of winning a sailboat race; Make a viewing bucket to see underwater; Cast a fly; Survive a hurricane; The Eskimo roll; Stow that chart; Goggles from a soda bottle; Find fish fast; Repair a sail; Whalewatching; Go on a plastics hunt; Don't be left in the dark; Pets at sea: how to train your cat or dog for boating; The green and clean boat; Ride the disk; Go crabbing; Careers at sea; Pass your boating license exam; Origins of sea terms; The best way to coil rope; Carve a slalom turn; Keeping watch; Throwing a cast net; Keep what you catch - start an aquarium; Heroes of the Sea: Shackleton, Slocum, Day, Knox-Johnston, Heyerdahl, etc.; Books & Stories (Three Men in a Boat, Crunch and Des, Riddle of the Sands, Swallows and Amazons); Stage paintball sea battles; Read the messages in clouds; Get lost in the fog: sager forecaster; Know how to handle waves; Semaphore signals; Glacier surfing; Great voyages by young mariners; Make a weather station

Discover the keys to small business success with Longenecker/Petty/Palich/Hoy's SMALL BUSINESS MANAGEMENT: LAUNCHING AND GROWING ENTREPRENEURIAL VENTURES, 20E. This best-selling book provides practical concepts, entrepreneurial insights and complete resources that are valuable now and throughout your management ventures. This edition guides you through the full business cycle, from how to start and manage to growing and harvesting a business. Current coverage offers innovative tools and unforgettable examples, cases and activities to sharpen skills. You take the role of decision-maker as you apply what you've learned to current challenges in today's small businesses. Revisions address the gig economy while expanded coverage of the business plan highlights the Business Model Canvas. Updated, clear explanations of financial statements focus on the needs of small business owners. MindTap digital resources and LivePlan business plan software are also available with more tools for business success. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

In this 3rd edition, Vault brings its well-known journalistic approach to offer insider information on what it's like to work in top technology consulting. Covering 35 firms, including AMS, Computer Sciences Corporation, Electronic Data Systems, and IBM Global Services, it provides the skinny on workplace culture, compensation, diversity, hiring, and recent news. Based on interviews and surveys of actual employees.

Small Business Management: Launching & Growing Entrepreneurial Ventures

The Complete Guide to Mergers and Acquisitions

Control of Pollution from Outboard Engine Exhaust

And 101 Other Things for Young Mariners to Build, Try, and Do on the Water

Results

How Winning Companies Close the Strategy-to-Execution Gap

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

In a recent survey of Fortune 500 companies by Price Waterhouse, nearly 80 percent indicated that they are undergoing some kind of large-scale change. Based on the Price Waterhouse Change Integration Team's experiences with hundreds of clients, Better Change involves managers in the real texture and "feel" of change projects.

Boating Magazine's Insider's Guide to Buying a Powerboat features tips and traps for the smart boat buyer. If you don't have an uncle in the boat-dealership business, here's the next-best thing: a longtime boat dealer and salesman who lets you in on trade secrets so you can buy a new or used boat without getting burned. J. P. Lamy lays out a step-by-step approach to finding the right small powerboat (under 30 feet) and buying it at a fair price with favorable financing. You will learn: How salesmen are trained What their margins and markups are The use of the Internet for boat shopping What to look for, good and bad, in a new or used boat Checklists How to negotiate honestly but toughly How to shave thousands of dollars from an asking price Endorsed by Boating magazine, Lamy's guide helps you take control and win in the bargaining process. When it comes to buying a boat, knowledge is power.

The Art of M&A, Fifth Edition: A Merger, Acquisition, and Buyout Guide

Trends

Fit for Growth

Guide to Global Real Estate Investment Trusts

A Practical Guide to Financial Services

Boating Life

Paper or plastic? Organic or conventional? In a world that is rapidly going "green," how does the average person make decisions that are smart for the family—and good for the planet? The Green Guide is here to help, with the concepts and choices for Earth-conscious living. Presented in concise, information-packed chapters, this up-to-the-minute resource touches on every aspect of our lives, from grocery shopping to housecleaning to work, travel, and investing—enabling consumers to make informed decisions and simple changes that impact the planet in big ways. Easy-to-follow information and hundreds of fascinating sidebars, fact boxes, and other key elements recommend how you can replace unhealthy and environmentally damaging practices and products with more wholesome, comfortable, and aesthetically pleasing alternatives. Neither scholarly nor scare-mongering in tone, the lively text has been written in partnership with a board of noted experts—offering readers the most authoritative, engaging, comprehensive, and in-depth reference of its kind. Created by two of the strongest brands in conservation and the environment, and drawn from more than ten years of reputable coverage in The Green Guide newsletter, on-line and in print, this comprehensive resource is destined to become a must-have for millions of families and the first name in household reference books in this up-and-coming category.

Marketers are harnessing the enormous power of AI to drive unprecedented results The world of marketing is undergoing major change. Sophisticated algorithms can test billions of marketing messages and measure results, and shift the weight of campaigns—all in real time. What's next? A complete transformation of marketing as we know it, where machines themselves design and implement customized advertising tactics at virtually every point of digital contact. The Invisible Brand provides an in-depth exploration of the risks and rewards of this epochal shift—while delivering the information and insight you need to stay ahead of the game. Renowned technologist William Ammerman draws from his decades of experience at the forefront of digital marketing to provide a roadmap to our data-driven future. You'll learn how data and AI will forge a new level of persuasiveness and influence for reshaping consumers' buying decisions. You'll understand the technology behind these changes and see how it is already at work in digital assistants, recommendation engines and digital advertising. And you'll find unmatched insight into how to harness the power of artificial intelligence for maximum results. As we enter the age of mass customization of messaging, power and influence will go to those who know the consumer best. Whether you are a marketing executive or concerned citizen, The Invisible Brand provides everything you need to understand how brands are harnessing the extraordinary amounts of data at their disposal—and capitalizing on it with AI.

Now in its second edition, this unique and authoritative guide provides a description of the management consultancy profession worldwide, together with advice on how to choose and use its services effectively. With contributions from leading practitioners, the guide is essential reading for all purchasers of management consultancy services. Part One identifies the parameters and definitions of management consultancy. It presents overviews of the industry's origins and evolution, the present status of the leading multinational management consultancies and some of the global forces shaping the development of management consultancy. Part Two is devoted to ethics and best practice in management consultancy from a number of perspectives. Central to these discussions is the international development of the Certified Management Consultant (CMC) qualification. Part Three scrutinises the life of the client-consultant relationship, focusing on what clients can do to make the consultant's role effective and their working relationship productive. Part Four comprises snapshots by leading practitioners of thirteen key consultancy fields, ranging from strategy and marketing through change management and process re-engineering to the newer disciplines of information and knowledge management, m-commerce, ERP and e-business. Part Five consists of a general account of consulting in developing countries, followed by profiles of 26 country-by-country management consultancy markets.

Vault Guide to the Top 25 Technology Consulting Firms

Ski

InfoWorld

Best Practices for Transforming Your Organization

Governance, Risk Management, and Compliance

Globalisation, Nationalism and Sovereignty

The global listed property sector has been characterized by a variety of noteworthy developments in recent times, the proliferation of real estate investment trust-type structures in countries around the world key among them. Despite an uncertain economic environment, REITs have proven their ability to promote institutional real estate investments in global financial markets. This highly practical book features a comprehensive analysis of both the legal and tax underpinnings of REIT-friendly legislation in a variety of the world's most significant jurisdictions. With regard to the legal framework, the structure and functioning of a REIT is carefully investigated and explained. In terms of tax issues, the book focuses on such key issues as: REIT formation, operation and liquidation; mergers, acquisitions and dispositions; as well as planning for public and private REIT offerings and re-securitizations. REITs are inherently complex and their interplay with tax treaties further compounds the complexity. This highly accessible yet authoritative work is the perfect decision-making tool for any professional looking for perspective and guidance on the challenges and opportunities REITs engender.

Globalisation is more complex than ever. The effects of the global financial crisis and increased inequality have spurred anti-globalisation sentiment in many countries and encouraged the adoption of populist and inward-looking policies. This has led to some surprising results: Duterte, Brexit and Trump, to name a few. In Indonesia, the disappointment with globalisation has led to rising protectionism, a rejection of foreign interference in the name of nationalism, and economic policies dominated by calls for self-sufficiency. Meanwhile, human trafficking and the abuse of migrant workers show the dark side of globalisation. In this volume, leading experts explore key issues around globalisation, nationalism and sovereignty in Indonesia. Topics include the history of Indonesia's engagement with the world, Indonesia's stance on the South China Sea and the re-emergence of nationalism. The book also examines the impact of globalisation on poverty and inequality, labour markets and people, especially women.

Financial services are an ever increasing part of the infrastructure of everyday life. From banking to credit, insurance to investment and mortgages to advice, we all consume financial services, and many millions globally work in the sector. Moreover, the way we consume them is changing with the growing dominance of fintech and Big Data. Yet, the part of financial services that we engage with as consumers is just the tip of a vast network of markets, institutions and regulators - and fraudsters too. Many books about financial services are designed to serve corporate finance education, focusing on capital structures, maximising shareholder value, regulatory compliance and other business-oriented topics. A Practical Guide to Financial Services: Knowledge, Opportunities and Inclusion is different: it swings the perspective towards the end-user, the customer, the essential but often overlooked participant without whom retail financial services markets would not exist. While still introducing all the key areas of financial services, it explores how the sector serves or sometimes fails to serve consumers, why consumers need protection in some areas and what form that protection takes, and how consumers can best navigate the risks and uncertainties that are inherent in financial products and services. For consumers, a greater understanding of how the financial system works is a prerequisite of ensuring that the system works for their benefit. For students of financial services - those aspiring to or those already working in the sector - understanding the consumer perspective is an essential part of becoming an effective, holistically informed and ethical member of the financial services community. A Practical Guide to Financial Services: Knowledge, Opportunities and Inclusion will equip you for both these roles. The editors and authors of A Practical Guide to Financial Services: Knowledge, Opportunities and Inclusion combine a wealth of financial services, educational and consumer-oriented practitioner experience.

The Asia-Pacific Restructuring & Insolvency Guide

A Reconnaissance Study

Safe Boating Guide

Indonesia in the New World

The Smart Way to Get to and Stay at the Top

How to close the gap between strategy and execution Two-thirds of executives say their organizations don't have the capabilities to support their strategy. In Strategy That Works, Paul Leinwand and Cesare Mainardi explain why. They identify conventional business practices that unintentionally create a gap between strategy and execution. And they show how some of the best companies in the world consistently leap ahead of their competitors. Based on new research, the authors reveal five practices for connecting strategy and execution used by highly successful enterprises such as IKEA, Natura, Danaher, Haier, and Lego. These companies: • Commit to what they do best instead of chasing multiple opportunities • Build their own unique winning capabilities instead of copying others • Put their culture to work instead of struggling to change it • Invest where it matters instead of going lean across the board • Shape the future instead of reacting to it Packed with tools you can use for building these five practices into your organization and supported by in-depth profiles of companies that are known for making their strategy work, this is your guide for reconnecting strategy to execution.

Jet Ski Best Practices is a complete guide for new riders. It covers an in-depth explanation of everything you'll need to know to make the most of your Jet skiing FUN! With over 100 pages of full cover photographs, this book covers subjects such as which Jet Ski to buy right through to riding and maintaining your Jet Ski like new. It has been purpose designed and written to make your entry into this wonderful sport as safe and easy as possible. Authored by Mandy Brown, the information has been compiled over more than the last decade with the result of a complete A to Z of best practices for new riders. No more being dependent on inexperienced keyboard warriors and industry experts who rarely ever ride! "Jet Ski best Practices" is a lifetime of experience rolled into an easy to read, flowing summary of decades of testing, teaching, consulting, measuring and analysis. Available for the first time in our sport. Every company has a personality. Does yours help or hinder your results? Does it make you fit for growth? Find out by taking the quiz that's helped 50,000 people better understand their organizations at OrgDNA.com and to learn more about Organizational DNA. Just as you can understand an individual's personality, so too can you understand a company's type-what makes it tick, what's good and bad about it. Results explains why some organizations bob and weave and roll with the punches to consistently deliver on commitments and produce great results, while others can't leave their corner of the ring without tripping on their own shoelaces. Gary Neilson and Bruce Pasternack help you identify which of the seven company types you work for-and how to keep what's good and fix what's wrong. You'll feel the shock of recognition ("That's me, that's my company") as you find out whether your organization is: • Passive-Aggressive ("everyone agrees, smiles, and nods, but nothing changes"): entrenched underground resistance makes getting anything done like trying to nail Jell-O to the wall • Fits-and-Starts ("let 1,000 flowers bloom"): filled with smart people pulling in different directions • Outgrown ("the good old days meet a brave new world"): reacts slowly to market developments, since it's too hard to run new ideas up the flagpole • Overmanaged ("we're from corporate and we're here to help"): more reporting than working, as managers check on their subordinates' work so they can in turn report to their bosses • Just-in-Time ("succeeding, but by the skin of our teeth"): can turn on a dime and create real breakthroughs but also tends to burn out its best and brightest • Military Precision ("flying in formation"): executes brilliant strategies but usually does not deal well with events not in the playbook • Resilient ("as good as it gets"): flexible, forward-looking, and fun; bounces back when it hits a bump in the road and never, ever rests on its laurels For anyone who's ever said, "Wow, that's a great idea, but it'll never happen here" or "Whew, we pulled it off again, but I'm tired of all this sprinting," Results provides robust, practical ideas for becoming and remaining a resilient business. Also available as an eBook From the Hardcover edition.

Regional Industrial Buying Guide

Federal Regulatory Guide

Cycle the World

How to Make Partner and Still Have a Life

Guide to Public Work Management

Dreamrider

Make every deal a major win! The M&A classic has been updated for today's business landscape Since the last edition of this authoritative resource was published, the M&A world has gone from boom to bust and back again-and this new edition brings you completely up to date. With critical lessons learned from the financial crises and regulatory shocks of the past decade, The Art of M&A, Fifth Edition delivers the information and insight you need to make all the right decisions throughout the process. Learn the ins and outs of: •Getting Started-basic process, requirements, and objectives• Strategy-deciding what to buy and why•Valuation and Modeling-measuring and projecting value pre- and post-merger• Financing and Refinancing-sourcing capital • Structuring-mitigating financial, tax, and legal risk• Due Diligence-investigating a business's past, present, and future risks• Documentation and Closing-pulling everything together to ensure a smooth transaction • Integration-merging resources, processes, and responsibilities to maximize synergies• Landmark Cases-legal cases you need to understand The Art of M&A is an indispensable resource for anyone heavily engaged in the process-whether you're an executive tasked with growing your businesses, an investment banker structuring transactions, an attorney responsible for due diligence, or an accountant who advises buyers and sellers. Turn to this definitive resource to develop, steward, and close deals that benefit everyone involved.

InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

The Federal Regulatory Directory, Eighteenth Edition continues to offer a clear path through the maze of complex federal agencies and regulations, providing to-the-point analysis of regulations.

Information-packed profiles of more than 100 federal agencies and departments detail the history, structure, purpose, actions, and key contacts for every regulatory agency in the U.S. government. Now updated with an improved searching structure, the Federal Regulatory Directory continues to be the leading reference for understanding federal regulations, providing a richer, more targeted exploration than is possible by cobbling together electronic and print sources.

How to Keep What's Good, Fix What's Wrong, and Unlock Great Performance

The Guide for Achieving Success and Satisfaction

Bacon's Media Calendar Directory

Knowledge, Opportunities and Inclusion

Negotiating Agreement Without Giving in

Process Tools to Support M&A Integration at Every Level