

The Economist Guide To Business Modelling

The Economist Guide to Financial Management 3rd Edition John Tennent 2018-03 The world of finance can be a minefield for the unwary. Without training, very few managers are prepared for the challenges of dealing with management reports, budgets and capital proposals, and find themselves embarrassed by their lack of understanding. This classic book, now in its third edition, supplies a step-by-step guide to the whole territory: 'how to assemble a budget', 'how to read variances on a report', 'how to construct a proposal to invest in new equipment'. By examining the actual things that managers have to do, each chapter explores the range of principles that can be applied, illustrates practical techniques and provides general guidance. The book will help the reader understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making and investment appraisal. New material brings this edition up to date with chapters on crowdfunding and the influence of global uncertainty on the best-laid financial plans.

Guide to Supply Chain Management David Jacoby 2014-02-25 Globalisation, technology and an increasingly competitive business environment have encouraged huge changes in what is known as supply chain management, the art of sourcing components and delivering finished goods to the customer as cost effectively and efficiently as possible. Dell transformed the way people bought and were able to customise computers. Wal-Mart and Tesco have used their huge buying power and logistical skills to ensure the supply and stock management of their stores is finely honed. Manufacturers now make sure that components are where they are needed on the production line just in time for when they are needed and no longer. Such finessing of the way the supply chain works boosts the corporate bottom line and can make the difference between being a market leader or an also ran. This guide explores all the different aspects of supply chain management and gives hundreds of real life examples of what firms have achieved in the field.

The Economist: Marketing for Growth Iain Ellwood 2014-01-09 Marketing for Growth is a guide to how the marketing function within a business can and should become its most important driver of growth. Marketers play a crucial role in generating revenue and they can play an equally important role in how revenues translate into profit. Growth is also about becoming a better business by being smarter or more efficient, and growing in a sustainable way. This involves developing and improving products, processes and standard of service. Marketers have their ear to the ground and therefore are often the first to pick up on changing customer needs and behaviour and the forces at play in markets. This increases the impact marketing should have on all those aspects of a business. The book is in three parts: the first part explores who are the most valuable customers, the second the most effective ways to drive revenue growth and the third the best ways to improve profitability. It combines insight and practical guidance, and is supported by a wealth of hard data and anecdotal evidence based on the experiences of a wide range of business in Britain, America, Europe and Asia. Among the firms featured are Amazon, China Mobile, Dove, Goldman Sachs, Haier, ING Direct, Lenovo, Mini, Procter & Gamble, Red Bull, Target, Twitter, Virgin and Zara.

Imperfect Knowledge Economics Roman Frydman 2023-09-26 Posing a major challenge to economic orthodoxy, Imperfect Knowledge Economics asserts that exact models of purposeful human behavior are beyond the reach of economic analysis. Roman Frydman and Michael Goldberg argue that the longstanding empirical failures of conventional economic models stem from their futile efforts to make exact predictions about the consequences of rational, self-interested behavior. Such predictions, based on mechanistic models of human behavior, disregard the importance of individual creativity and unforeseeable sociopolitical change. Scientific though these explanations may appear, they usually fail to predict how markets behave. And, the authors contend, recent behavioral models of the market are no less mechanistic than their conventional counterparts: they aim to generate exact predictions of "irrational" human behavior. Frydman and Goldberg offer a long-overdue response to the shortcomings of conventional economic models. Drawing attention to the inherent limits of economists' knowledge, they introduce a new approach to economic analysis: Imperfect Knowledge Economics (IKE). IKE rejects exact quantitative predictions of individual decisions and market outcomes in favor of mathematical models that generate only qualitative predictions of economic change. Using the foreign exchange market as a testing ground for IKE, this book sheds new light on exchange-rate and risk-premium movements, which have confounded conventional models for decades. Offering a fresh way to think about markets and representing a potential turning point in economics, Imperfect Knowledge Economics will be essential reading for economists, policymakers, and professional investors.

The Economist Guide to Business Modelling John Tennent 2001 BUSINESS STRATEGY. All organisations face more and more complex decision-making while the risks dependent on their decisions require increasingly explicit understanding of potential outcomes. The new edition of this widely acclaimed guide is full of practical help on how to build the best, most flexible and easy-to-use business models for analysing the upside or potential downside of anything from a small development of an existing business to large scale mergers and acquisitions. For anyone who wants to get ahead in business and especially for those with bottom-line responsibilities, this is an invaluable guide to how to build spreadsheet models for assessing business risks and opportunities.

Guide to Business Modelling 2005

The Economist Guide to Financial Management John Tennent 2013 Managers are constantly expected to make decisions fully understanding the financial consequence. In the absence of formal training few people are prepared for the responsibilities of dealing with management reports, budgets and capital proposals, and find themselves embarrassed by their lack of understanding. This book is a practical guide to understanding and managing financial responsibilities: 'how to assemble a budget', 'how to read variances on a report', 'how to construct a proposal to invest in new equipment'. By taking the actual things that managers have to do, each chapter explores the range of principles that can be applied, illustrate practical ways the principles are used and provide guidance for implementation. The book will help the reader understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making and investment appraisal. This second edition has been fully revised and expanded with detailed examples from around 100 leading businesses around the world.

Guide to Country Risk The Economist 2014-12-09 Country risk explains the things that can go wrong when business is conducted across borders. It's not just multinational companies, with factories worldwide and complex operations, that need to understand sudden changes in business conditions. These can affect any small firm that may be looking to expand sales abroad or work with a foreign supplier. The 2008-09 global financial crisis and the Arab Spring showed us how quickly and dramatically business conditions in any country can worsen and spread. But a thorough understanding and careful management of country risk will help a company survive a crisis—and even open up new opportunities. The Economist Guide to Country Risk explains: What risks foreign investors face, and how to measure and manage them in a systematic way. Why political and economic shocks are so hard to predict. Where economies are vulnerable and how existing risk models spot (or miss) signs of impending disaster. The typical bad habits of managers who ignore the warning signs. How and where the next crisis will emerge.

Business Strategy The Economist 2015-05-26 The effectiveness of a good strategy well implemented determines a business' future success or failure. Yet history is full of strategic decisions, big and small, that were ill-conceived, poorly organized and consequently disastrous. This updated guide looks at the whole process of strategic decision-making, from vision, forecasting, and resource allocation, through to implementation and innovation. Strategy is about understanding where you are now, where you are heading and how you will get there. There is no room for timidity or confusion. Although the CEO and the board decide a company's overall direction, it is the managers at all levels of the organization who will determine how the vision can be transformed into action. In short, everyone is involved in strategy. But getting it right involves difficult choices: which customers to target, what products to offer, and the best way to keep costs low and service high. And constantly changing business conditions inevitably bring risks. Even after business strategy has been developed, a company must remain nimble and alert to change, and view strategy as an ongoing and evolving process. The message of this guide is simple: strategy matters, and getting it right is fundamental to business success.

Guide to Business Modelling John Tennent 2005-05-01 All organisations face more and more complex decision making, while the risks dependent on their decisions require increasingly explicit understanding of potential outcomes. This special larger format guide is full of practical help on how to build the best, most flexible, and easy-to-use business models for analysing the upside or potential downside of anything from a small development of an existing business to large-scale mergers and acquisitions. Tennent and Friend have completely revised and updated the acclaimed first edition. For anyone who wants to get ahead in business and especially for those with bottom-line responsibilities, this is an invaluable guide to how to build spreadsheet models for assessing business risks and opportunities.

The Family Firm Emily Oster 2022-08-02 The instant New York Times bestseller! * One of Behavioral Scientist's Notable Books of 2021 "Emily Oster dives into the data on parenting issues, cuts through the clutter, and gives families the bottom line to help them make better decisions." -Good Morning America "A targeted mini-MBA program designed to help moms and dads establish best practices for day-to-day operations." -The Washington Post From the bestselling author of *Expecting Better* and *Cribsheet*, the next step in data driven parenting from economist Emily Oster. In *The Family Firm*, Brown professor of economics and mom of two Emily Oster offers a classic business school framework for data-driven parents to think more deliberately about the key issues of the elementary years: school, health, extracurricular activities, and more. Unlike the hourly challenges of infant parenting, the big questions in this age come up less frequently. But we live with the consequences of our decisions for much longer. What's the right kind of school and at what age should a particular kid start? How do you encourage a healthy diet? Should kids play a sport and how seriously? How do you think smartly about encouraging children's independence? Along with these bigger questions, Oster investigates how to navigate the complexity of day-to-day family logistics. Making these decisions is less about finding the specific answer and more about taking the right approach. Parents of this age are often still working in baby mode, which is to say, under stress and on the fly. That is a classic management problem, and Oster takes a page from her time as a business school professor at the University of Chicago to show us that thoughtful business process can help smooth out tough family decisions. *The Family Firm* is a smart and winning guide to how to think clearly--and with less ambient stress--about the key decisions of the elementary school years. Parenting is a full-time job. It's time we start treating it like one.

Brands and Branding Rita Clifton 2009-04-01 With contributions from leading brand experts around the world, this valuable resource delineates the case for brands (financial value, social value, etc.) and looks at what makes certain brands great. It covers best practices in branding and also looks at the future of brands in the age of globalization. Although the balance sheet may not even put a value on it, a company's brand or its portfolio of brands is its most valuable asset. For well-known companies it has been calculated that the brand can account for as much as 80 percent of their market value. This book argues that because of this and because of the power of not-for-profit brands like the Red Cross or Oxfam, all organisations should make the brand their central organising principle, guiding every decision and every action. As well as making the case for brands and examining the argument of the anti-globalisation movement that brands are bullies which do harm, this second edition of *Brands and Branding* provides an expert review of best practice in branding, covering everything from brand positioning to brand protection, visual and verbal identity and brand communications. Lastly, the third part of the book looks at trends in branding, branding in Asia, especially in China and India, brands in a digital world and the future for brands. Written by 19 experts in the field, *Brands and Branding* sets out to provide a better understanding of the role and importance of brands, as well as a wealth of insights into how one builds and sustains a successful brand.

A Guide for the Young Economist William Thomson 2001 In clear, concise language--a model for what he advocates--William Thomson shows how to make written and oral presentations both inviting and efficient.

Guide to Business Modelling John Tennent 2011 All organisations face more and more complex decision-making while the risks dependent on their decisions require increasingly explicit understanding of potential outcomes. The new edition of this widely acclaimed guide is full of practical help on how to build the best, most flexible and easy-to-use business models for analysing the upside or potential downside of any business project, however small or large. Key features of the new edition include:· Fully Excel 2010 aligned with enhanced Excel and business content· More model evaluation techniques to help with business decision-making· Helpful key point summaries· New website from which models examples given in the book can be downloadedFor anyone who wants to get ahead in business and especially for those with bottom-line responsibilities, this is an invaluable guide to how to build spreadsheet models for assessing business risks and opportunities.

Beyond Great Arindam Bhattacharya 2020-10-06 Great is no longer good enough. *Beyond Great* delivers a powerful new playbook of 9 core strategies to thrive in a post-COVID world where all the rules of the game are being re-written. *Beyond Great* answers to two fundamental questions which face business leaders today in a world shaped by daunting and disruptive technological, economic, and social change. First, what is outstanding performance in this new volatile era? Second, how do we build competitive advantage in a world with new and often uncertain rules? Supported by years of research and hands-on consulting practice, this book presents a comprehensive framework for building a high performing, resilient, adaptive, and socially responsible global company. The book begins by taking an incisive look at these disruptive forces transforming globalization, including economic nationalism; the boom in data flows and digital commerce; the rise of China; heightened public concerns about capitalism and the environment; and the emergence of borderless communities of digitally connected consumers. Distilled from the study of hundreds of companies and interviews with dozens of business leaders, the authors have distilled nine core strategies - the new winning playbook of the 21st century. *Beyond Great* argues that business leaders today must lead with a new kind of openness, flexibility and light-footedness, constantly layering in new strategies and operational norms atop existing ones to allow for "always-on" transformation. Leaders must master a whole new set of rules about what it takes to be "global," becoming shapeshifters adept at handling contradiction, multiplicity, and nuance. This book will show them how.

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Guide to Financial Management The Economist 2018-08-21 A practical and accessible overview of the fundamentals of business finance -- now in its third edition. Managers are constantly expected to make decisions that reflect a full understanding of the financial consequences. In the absence of formal training, few people are prepared for the responsibilities of dealing with management reports, budgets, and capital proposals, and find themselves embarrassed by their lack of understanding. This book is a practical guide to understanding and managing financial responsibilities. Each chapter examines actual tasks managers have to do, from "how to assemble a budget," "how to read variances on a report," to "how to construct a proposal to invest in new equipment," exploring the principles that can be applied to each task, illustrating practical ways these principles are used, and providing guidance for implementation. *Guide to Financial Management* will help readers understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making, and investment appraisal. This third edition has been fully revised and expanded with detailed examples from 100 leading businesses around the world.

Guide to Management Ideas and Gurus Tim Hindle 2008-09-01 Good management is a precious commodity in the corporate world. *Guide to Management Ideas and Gurus* is a straight-forward manual on the most innovative management ideas and the management gurus who developed them. The earlier edition, *Guide to Management Ideas*, presented the most significant ideas that continue to underpin business management. This new book builds on those ideas and adds detailed biographies of the people who came up with them--the most influential business thinkers of the past and present. Topics covered include: Active Inertia, Disruptive Technology, Genchi Genbutsu (Japanese for "Go and See for Yourself"), The Halo Effect, The Long Tail, Skunkworks, Tipping Point, Triple Bottom Line, and more. The management gurus covered include: Dale Carnegie, Jim Collins, Stephen Covey, Peter Drucker, Philip Kotler, Michael Porter, Tom Peters, and many others.

The Economist Guide to Country Risk Mina Toksöz 2014 Country risk explains the things that can go wrong when business is conducted across

borders. It's not just multinational companies, with factories worldwide and complex operations, that need to understand sudden changes in business conditions. These can affect any small firm that may be looking to expand sales abroad or work with a foreign supplier. The 2008-09 global financial crisis and the Arab Spring showed us how quickly, and dramatically, business conditions in any country can worsen and spread. But a thorough understanding and careful management of country risk will help a company survive a crisis, and even open up new opportunities. This Guide to Country Risk explains: - What risks foreign investors face, and how to measure and manage them in a systematic way. - Why political and economic shocks are so hard to predict. - Where economies are vulnerable and how existing risk models spot (or miss) signs of impending disaster. - The typical bad habits of managers who ignore the warning signs - How and where the next crisis will emerge.

The Economist Guide to Financial Management The Economist 2014-01-28 Managers are constantly expected to make decisions that reflect a full understanding of the financial consequences. In the absence of formal training, few people are prepared for the responsibilities of dealing with management reports, budgets, and capital proposals, and find themselves embarrassed by their lack of understanding. This book is a practical guide to understanding and managing financial responsibilities. Each chapter examines actual tasks managers have to do, from "how to assemble a budget," "how to read variances on a report," "how to construct a proposal to invest in new equipment," exploring the range of principles that can be applied to each task, illustrating practical ways these principles are used, and providing guidance for implementation. The Economist Guide to Financial Management will help the reader understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making and investment appraisal. This second edition has been fully revised and expanded with detailed examples from 100 leading businesses around the world.

The Economist Guide to Financial Management 3rd Edition John Tennent 2018-03-01 The world of finance can be a minefield for the unwary. Without training, very few managers are prepared for the challenges of dealing with management reports, budgets and capital proposals, and find themselves embarrassed by their lack of understanding. This classic book, now in its third edition, supplies a step-by-step guide to the whole territory: 'how to assemble a budget', 'how to read variances on a report', 'how to construct a proposal to invest in new equipment'. By examining the actual things that managers have to do, each chapter explores the range of principles that can be applied, illustrates practical techniques and provides general guidance. The book will help the reader understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making and investment appraisal. New material brings this edition up to date with chapters on crowdfunding and the influence of global uncertainty on the best-laid financial plans.

Decision Modelling for Health Economic Evaluation Andrew Briggs 2006-08-17 In financially constrained health systems across the world, increasing emphasis is being placed on the ability to demonstrate that health care interventions are not only effective, but also cost-effective. This book deals with decision modelling techniques that can be used to estimate the value for money of various interventions including medical devices, surgical procedures, diagnostic technologies, and pharmaceuticals. Particular emphasis is placed on the importance of the appropriate representation of uncertainty in the evaluative process and the implication this uncertainty has for decision making and the need for future research. This highly practical guide takes the reader through the key principles and approaches of modelling techniques. It begins with the basics of constructing different forms of the model, the population of the model with input parameter estimates, analysis of the results, and progression to the holistic view of models as a valuable tool for informing future research exercises. Case studies and exercises are supported with online templates and solutions. This book will help analysts understand the contribution of decision-analytic modelling to the evaluation of health care programmes. ABOUT THE SERIES: Economic evaluation of health interventions is a growing specialist field, and this series of practical handbooks will tackle, in-depth, topics superficially addressed in more general health economics books. Each volume will include illustrative material, case histories and worked examples to encourage the reader to apply the methods discussed, with supporting material provided online. This series is aimed at health economists in academia, the pharmaceutical industry and the health sector, those on advanced health economics courses, and health researchers in associated fields.

Guide to Organisation Design Naomi Stanford 2015-04-28 Business failure is not limited to start ups. Industry Watch (published by BDO Stoy Hayward, an accounting firm) 'predicts that 17,043 businesses will fail (in the UK) in 2006, a further 4 per cent increase from 2005'. In America between 1990 and 2000, there were over 6.3 million business start-ups and over 5.7 million business shut-downs. Risk of failure can be greatly reduced through effective organizational design that encourages high performance and adaptability to changing circumstances. Organization design is a straightforward business process but curiously managers rarely talk about it and even more rarely take steps to consciously design or redesign their business for success. This new Economist guide explores the five principles of effective organization design, which are that it must be: driven by the business strategy and the operating context (not by a new IT system, a new leader wanting to make an impact, or some other non-business reason). involve holistic thinking about the organization be for the future rather than for now not to be undertaken lightly - it is resource intensive even when going well be seen as a fundamental process not a repair job. (Racing cars are designed and built. They are then kept in good repair.)

The Model Thinker Scott E. Page 2018-11-27 Work with data like a pro using this guide that breaks down how to organize, apply, and most importantly, understand what you are analyzing in order to become a true data ninja. From the stock market to genomics laboratories, census figures to marketing email blasts, we are awash with data. But as anyone who has ever opened up a spreadsheet packed with seemingly infinite lines of data knows, numbers aren't enough: we need to know how to make those numbers talk. In *The Model Thinker*, social scientist Scott E. Page shows us the mathematical, statistical, and computational models—from linear regression to random walks and far beyond—that can turn anyone into a genius. At the core of the book is Page's "many-model paradigm," which shows the reader how to apply multiple models to organize the data, leading to wiser choices, more accurate predictions, and more robust designs. *The Model Thinker* provides a toolkit for business people, students, scientists, pollsters, and bloggers to make them better, clearer thinkers, able to leverage data and information to their advantage.

Guide to Intellectual Property The Economist 2015-07-14 Intellectual Property (IP) is often a company's single most valuable asset. And yet IP is hard to value, widely misunderstood and frequently under-exploited. IP accounts for an estimated \$5trn of GDP in the US alone. It covers patents, trademarks, domain names, copyrights, designs and trade secrets. Unsurprisingly, companies zealously guard their own ideas and challenge the IP of others. Damages arising from infringements have fostered a sizeable claims industry. But IP law is complex, and the business, financial and legal issues around it are difficult to navigate. Court decisions and interpretation of IP laws can be unpredictable, and can dramatically change the fortunes of businesses that rely on their IP - as demonstrated in the pharmaceutical industry's battle with generic drugs. This comprehensive guide to intellectual property will help companies, investors, and creative thinkers understand the scope and nature of IP issues, pose the right questions to their advisers and maximize the value from this crucial intangible asset.

The Chief Financial Officer The Economist 2014-04-08 The rapid rise in importance of the role of the chief financial officer—from back-office accountant to front-line executive—is unrivaled by that of any other corporate position. With access to every facet of the business, CFOs now wield a level of influence matched only by chief executives. This book explains how CFOs earned their privileged status, and what the future may hold for them. It describes their ever-expanding role, and how they are reshaping their departments to help them deal with that transformation. Insights from current and former CFOs provide a first-hand perspective on finance leaders' aspirations and doubts. It is a useful reference for finance chiefs seeking to learn from peers and benchmark their own performance; for those looking to build a career in the C-Suite; for managers seeking to improve their relationship with the finance department; for service providers—banks, accountancies and consulting firms—and anyone else who wants to get on the good side of the keeper of the corporate checkbook.

Guide to Analysing Companies The Economist 2015-01-06 In today's volatile, complex and fast-moving business world, it can be difficult to gauge how sound a company really is. An apparently strong balance sheet and impressive reported profits may be hiding all sorts of problems that could even spell bankruptcy. So how do you: Know whether a company is well run and doing well? Decide which ratios and benchmarks to use to assess performance? Work out if a company has massaged its results? Recognise the danger signs on the corporate horizon? Compare companies operating

in different sectors or countries? These and many other important questions are answered in a completely updated and revised sixth edition of this clear and comprehensive guide. It is aimed at anyone who wants to understand a company's annual report, judge a customer's creditworthiness, assess a company's investment potential, and much more.

Numbers Guide Richard Stutely 2003-04-01 Designed as a companion to The Economist Style Guide, the best-selling guide to writing style, The Economist Numbers Guide is invaluable to anyone who wants to be competent and able to communicate effectively with numbers. In addition to general advice on basic numeracy, the guide points out common errors and explains the recognized techniques for solving financial problems, analysing information of any kind, and effective decision making. Over one hundred charts, graphs, tables, and feature boxes highlight key points. Also included is an A-Z dictionary of terms covering everything from amortization to zero-sum game. Whatever your business, The Economist Numbers Guide will prove invaluable.

The Risk-Driven Business Model Karan Girotra 2014-06-10 How to outsmart risk Risk has been defined as the potential for losing something of value. In business, that value could be your original investment or your expected future returns. The Risk-Driven Business Model will help you manage risk better by showing how the key choices you make in designing your business models either increase or reduce two characteristic types of risk—information risk, when you make decisions without enough information, and incentive-alignment risk, when decision makers' incentives are at odds with the broader goals of the company. Leaders who understand how the structure of their business model affects risk have the power to create wealth, revolutionize industries, and shape a better world. INSEAD's Karan Girotra and Serguei Netessine, noted operations and innovation professors who have consulted with dozens of companies, walk you through a business model audit to determine what key decisions get made in a business, when they get made, who makes them, and why we make the decisions we do. By changing your company's key decisions within this framework, you can fundamentally alter the risks that will impact your business. This book is for entrepreneurs and executives in companies involved in dynamic industries where the locus of risk is shifting, and includes lessons from Zipcar, Blockbuster, Apple, Benetton, Kickstarter, Walmart, and dozens of other global companies. The Risk-Driven Business Model demystifies business model risk, with clear directives aimed at improving decision making and driving your business forward.

Guide to Business Planning Graham Friend 2004-06-01

Guide to Business Planning Graham Friend 2009-04 "A comprehensive guide to every aspect of preparing and using a business plan--newly updated and revised. New businesses and existing businesses fare better with well-thought-out plans. It is essential to have a good business plan to raise capital--either for a new venture to get additional capital or within most corporations for new initiatives or for accelerated growth"--Provided by publisher.

Guide to Cash Management John Tennent 2012-04-10 Explains the principles that underlie effective cash management in a business environment, including forecasting, selecting appropriate investment opportunities, monitoring product profitability, and establishing funding lines.

Private Equity at Work Eileen Appelbaum 2014-03-31 Private equity firms have long been at the center of public debates on the impact of the financial sector on Main Street companies. Are these firms financial innovators that save failing businesses or financial predators that bankrupt otherwise healthy companies and destroy jobs? The first comprehensive examination of this topic, Private Equity at Work provides a detailed yet accessible guide to this controversial business model. Economist Eileen Appelbaum and Professor Rosemary Batt carefully evaluate the evidence—including original case studies and interviews, legal documents, bankruptcy proceedings, media coverage, and existing academic scholarship—to demonstrate the effects of private equity on American businesses and workers. They document that while private equity firms have had positive effects on the operations and growth of small and mid-sized companies and in turning around failing companies, the interventions of private equity more often than not lead to significant negative consequences for many businesses and workers. Prior research on private equity has focused almost exclusively on the financial performance of private equity funds and the returns to their investors. Private Equity at Work provides a new roadmap to the largely hidden internal operations of these firms, showing how their business strategies disproportionately benefit the partners in private equity firms at the expense of other stakeholders and taxpayers. In the 1980s, leveraged buyouts by private equity firms saw high returns and were widely considered the solution to corporate wastefulness and mismanagement. And since 2000, nearly 11,500 companies—representing almost 8 million employees—have been purchased by private equity firms. As their role in the economy has increased, they have come under fire from labor unions and community advocates who argue that the proliferation of leveraged buyouts destroys jobs, causes wages to stagnate, saddles otherwise healthy companies with debt, and leads to subsidies from taxpayers. Appelbaum and Batt show that private equity firms' financial strategies are designed to extract maximum value from the companies they buy and sell, often to the detriment of those companies and their employees and suppliers. Their risky decisions include buying companies and extracting dividends by loading them with high levels of debt and selling assets. These actions often lead to financial distress and a disproportionate focus on cost-cutting, outsourcing, and wage and benefit losses for workers, especially if they are unionized. Because the law views private equity firms as investors rather than employers, private equity owners are not held accountable for their actions in ways that public corporations are. And their actions are not transparent because private equity owned companies are not regulated by the Securities and Exchange Commission. Thus, any debts or costs of bankruptcy incurred fall on businesses owned by private equity and their workers, not the private equity firms that govern them. For employees this often means loss of jobs, health and pension benefits, and retirement income. Appelbaum and Batt conclude with a set of policy recommendations intended to curb the negative effects of private equity while preserving its constructive role in the economy. These include policies to improve transparency and accountability, as well as changes that would reduce the excessive use of financial engineering strategies by firms. A groundbreaking analysis of a hotly contested business model, Private Equity at Work provides an unprecedented analysis of the little-understood inner workings of private equity and of the effects of leveraged buyouts on American companies and workers. This important new work will be a valuable resource for scholars, policymakers, and the informed public alike.

The World in the Model Mary S. Morgan 2012-09-17 During the last two centuries, the way economic science is done has changed radically: it has become a social science based on mathematical models in place of words. This book describes and analyses that change - both historically and philosophically - using a series of case studies to illuminate the nature and the implications of these changes. It is not a technical book; it is written for the intelligent person who wants to understand how economics works from the inside out. This book will be of interest to economists and science studies scholars (historians, sociologists and philosophers of science). But it also aims at a wider readership in the public intellectual sphere, building on the current interest in all things economic and on the recent failure of the so-called economic model, which has shaped our beliefs and the world we live in.

Why Business Models Matter Joan Magretta 2002

The Economist Guide to Financial Management (2nd Ed) The Economist 2014-01-28 Managers are constantly expected to make decisions that reflect a full understanding of the financial consequences. In the absence of formal training, few people are prepared for the responsibilities of dealing with management reports, budgets, and capital proposals, and find themselves embarrassed by their lack of understanding. This book is a practical guide to understanding and managing financial responsibilities. Each chapter examines actual tasks managers have to do, from "how to assemble a budget," "how to read variances on a report," "how to construct a proposal to invest in new equipment," exploring the range of principles that can be applied to each task, illustrating practical ways these principles are used, and providing guidance for implementation The Economist Guide to Financial Management will help the reader understand financial jargon, financial statements, management accounts, performance measures, budgeting, costing, pricing, decision-making and investment appraisal. This second edition has been fully revised and expanded with detailed examples from 100 leading businesses around the world.

Style Guide The Economist 2015-06-23 This expanded eleventh edition of the bestselling guide to style is based on the Economist's own updated house style manual, and is an invaluable companion for everyone who wants to communicate with the clarity, style and precision for which the

Economist is renowned. As the introduction says, 'clarity of writing usually follows clarity of thought.' The Economist Style Guide gives general advice on writing, points out common errors and clichés, offers guidance on consistent use of punctuation, abbreviations and capital letters, and contains an exhaustive range of reference material - covering everything from accountancy ratios and stock market indices to laws of nature and science. Some of the numerous useful rules and common mistakes pointed out in the guide include: •Which informs, that defines. This is the house that Jack built. But: This house, which Jack built, is now falling down. •Discreet means circumspect or prudent; discrete means separate or distinct. Remember that "Questions are never indiscreet. Answers sometimes are" (Oscar Wilde). •Flaunt means display, flout means disdain. If you flout this distinction you will flaunt your ignorance •Forgo means do without; forego means go before. •Fortuitous means accidental, not fortunate or well-timed. •Times: Take care. Three times more than X is four times as much as X. •Full stops: Use plenty. They keep sentences short. This helps the reader.

Guide to Financial Management John Tennent 2008-06-01 With organizations driven to deliver on performance targets, such as shareholder value or level of service, managers are expected to make decisions fully understanding their financial consequences. Few nonfinancial specialists are prepared for the responsibilities of dealing with management reports, budgets, and capital proposals. Many find themselves confused by jargon and embarrassed by their lack of understanding. *Guide to Financial Management* is a practical resource for understanding and managing these financial responsibilities. It is structured by task, such as "how to assemble a budget" or "how to construct a proposal to invest in new equipment." John Tennent—who has worked with such major companies as Kraft, Thomson, British Airways, Unilever, and Universal Music—helps the reader understand financial jargon, financial statements, performance measures, budgeting, costing, pricing, decision making, and investment appraisals—all of which are key to being a successful manager.

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