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A rags-to-riches story, dramatically detailing INEOS's twenty-year trajectory from small manufacturing business in Belgium to global colossus.

The traits that make Sam Zell one of the world's most successful entrepreneurs also make him one of the most surprising, enigmatic, and entertaining mavericks in American business. Self-made billionaire Sam Zell consistently sees what others don't. From finding a market for overpriced Playboy magazines among his junior high classmates, to buying real estate on the cheap after a market crash, to investing in often unglamorous industries with long-term value, Zell acts boldly on supply and demand trends to grab the first-mover advantage. And he can find opportunity virtually anywhere—from an arcane piece of legislation to a desert meeting in Abu Dhabi. "If everyone is going left, look right," Zell often says. To him, conventional wisdom is nothing but a reference point. Year after year, deal after deal, he shuts out the noise of the crowd, gathers as much information as possible, then trusts his own instincts. He credits much of his independent thinking to his parents, who were Jewish refugees from World War II. Talk to any two people and you might get wild swings in their descriptions of Zell. A media firestorm ensued when the Tribune Company went into bankruptcy a year after he agreed to steward the enterprise. At the same time, his razor-sharp instincts are legendary on Wall Street, and he has sponsored over a dozen IPOs. He's known as the Grave Dancer for his strategy of targeting troubled assets, yet he's created thousands of jobs. Within his own organization, he has an inordinate number of employees at every level who are fiercely loyal and have worked for him for decades. Zell's got a big personality; he is often contrarian, blunt, and irreverent, and always curious and hardworking. This is the guy who started wearing jeans to work in the 1960s, when offices were a sea of gray suits. He's the guy who told The Wall Street Journal in 1985, "If it ain't fun, we don't do it." He rides motorcycles with his friends, the Zell's Angels, around the world and he keeps ducks on the deck outside his office. As he writes: "I simply don't buy into many of the made-up rules of social convention. The bottom line is: If you're really good at what you do, you have the freedom to be who you really are." Am I Being Too Subtle?—a reference to Zell's favorite way to underscore a point—takes readers on a ride across his business terrain, sharing with honesty and humor stories of the times he got it right, when

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he didn't, and most important, what he learned in the process. This is an indispensable guide for the next generation of disrupters, entrepreneurs, and investors.

Prior to the real-estate boom of the 1980s, Francis J. Greenburger risked it all to buy three older loft buildings at 50 West Street near the current 9/11 Memorial. He ultimately dreamed of one day erecting a magnificent skyscraper in their place. But disaster struck in 2008, just as his plans were coming together, and development came to a screeching halt. The global financial crisis had made the land practically worthless and it would be years before he could get back on track, but he refused to give up on his dream. Today, 50 West is a striking 780-foot skyscraper with curved glass windows that has become an iconic feature on the city skyline—but it took much more than a financial investment to get there. It required Greenburger to do what he does best—take huge risks at every turn. During his parallel careers, Francis J. Greenburger has made publishing and real-estate history. Whether risking the reputation of his agency for the super-star authors of tomorrow, such as James Patterson to Dan Brown, or pioneering the New York co-op market by taking "hopeless" properties and turning them into prized homes, he has successfully navigated the worlds of business, politics, and social change to become the quintessential American entrepreneur. A math and business prodigy who started working for his father at the age of 12. After a stop-and-start academic career, he voluntarily left one of the most elite and academically distinguished New York City high schools and started his adult life at 15. Greenburger has made it his life's work to find value where others never thought to look, and his keen instincts and innovative strategies have taken him from a high-school "dropout" to a well-educated self-made billionaire. Francis has mastered the "risk game." Now, with Rebecca Paley's gripping prose, he takes us behind the scenes in Risk Game and reveals firsthand how he has become a self-made force in the competitive world of New York real estate—and a champion for nonprofit organizations in the fields of art, education, and, most recently, social and criminal justice.

Entrepreneurs have a problem: startups. Almost all startups either fail or never truly reach a sustainable size. Despite the popularity of entrepreneurship, we haven't engineered a better way to start. ...Until now. What if you could skip the startup phase and generate profitable revenue on day one? In Buy Then Build, acquisition entrepreneur Walker Deibel shows you how to begin with a sustainable, profitable company and grow from there. You'll learn how to: ● Buy an existing company rather than starting from scratch ● Use ownership as a path to financial independence ● Spend a fraction of the time raising capital ● Find great brokers, generate your own "deal flow," and see new listings early ● Uncover the best opportunities and biggest risks of any company ● Navigate the acquisition process ● Become a successful acquisition entrepreneur ● And more Buy Then Build is your guide to outsmart the startup game, live the entrepreneurial lifestyle, and reap the financial rewards of ownership now.

In Jeff Bezos's own words, the core principles and philosophy that have guided him in creating, building, and leading Amazon and Blue Origin. In this collection of Jeff Bezos's writings—his unique and strikingly original annual shareholder letters, plus numerous speeches and interviews that provide insight into his background, his

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work, and the evolution of his ideas—you'll gain an insider's view of the why and how of his success. Spanning a range of topics across business and public policy, from innovation and customer obsession to climate change and outer space, this book provides a rare glimpse into how Bezos thinks about the world and where the future might take us. Written in a direct, down-to-earth style, *Invent and Wander* offers readers a master class in business values, strategy, and execution: The importance of a Day 1 mindset Why "it's all about the long term" What it really means to be customer obsessed How to start new businesses and create significant organic growth in an already successful company Why culture is an imperative How a willingness to fail is closely connected to innovation What the Covid-19 pandemic has taught us Each insight offers new ways of thinking through today's challenges—and more importantly, tomorrow's—and the never-ending urgency of striving ahead, never resting on one's laurels. Everyone from CEOs of the Fortune 100 to entrepreneurs just setting up shop to the millions who use Amazon's products and services in their homes or businesses will come to understand the principles that have driven the success of one of the most important innovators of our time. *Invent and Wander: The Collected Writings of Jeff Bezos* is co-published by PublicAffairs, an imprint of Perseus Books, and Harvard Business Review Press.

The modern world is built on commodities - from the oil that fuels our cars to the metals that power our smartphones. We rarely stop to consider where they have come from. But we should. In *The World for Sale*, two leading journalists lift the lid on one of the least scrutinised corners of the world economy: the workings of the billionaire commodity traders who buy, hoard and sell the earth's resources. It is the story of how a handful of swashbuckling businessmen became indispensable cogs in global markets: enabling an enormous expansion in international trade, and connecting resource-rich countries - no matter how corrupt or war-torn - with the world's financial centres. And it is the story of how some traders acquired untold political power, right under the noses of western regulators and politicians - helping Saddam Hussein to sell his oil, fuelling the Libyan rebel army during the Arab Spring, and funnelling cash to Vladimir Putin's Kremlin in spite of western sanctions. The result is an eye-opening tour through the wildest frontiers of the global economy, as well as a revelatory guide to how capitalism really works.

Amazon's trillion-dollar success is the envy of everyone, but achievable by anyone. What has propelled their record streak of growth? Their management system, and it can do the same for you no matter what business you are in or what level. Learning it is as simple as six building blocks distilled by New York Times bestselling author and global CEO advisor Ram Charan and Julia Yang in *The Amazon Management System. The Ultimate Digital Engine that Powered Amazon's Unprecedented Growth and Shareholder Value Creation*: Building Block 1: Customer-Obsessed Business Model Building Block 2: Continuous Bar-Raising Talent Pool Building Block 3: AI-Powered Data & Metrics System Building Block 4: Ground-Breaking Invention Machine Building Block 5: High-Velocity & High-Quality Decision-Making Building Block 6: A forever Day 1 culture. From their high-velocity decision-making to their top talent hiring practices, the insider secrets behind Amazon's success are now within anyone's grasp, block by block. Whether you are an established CEO or a recent college grad, this concise and actionable book will help your business win in a new digital era that demands nonstop innovation.

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NEW YORK TIMES BESTSELLER From Blackstone chairman, CEO, and co-founder Stephen A. Schwarzman, a long-awaited book that uses impactful episodes from Schwarzman's life to show readers how to build, transform, and lead thriving organizations. Whether you are a student, entrepreneur, philanthropist, executive, or simply someone looking for ways to maximize your potential, the same lessons apply. People know who Stephen Schwarzman is—at least they think they do. He's the man who took \$400,000 and co-founded Blackstone, the investment firm that manages over \$500 billion (as of January 2019). He's the CEO whose views are sought by heads of state. He's the billionaire philanthropist who founded Schwarzman Scholars, this century's version of the Rhodes Scholarship, in China. But behind these achievements is a man who has spent his life learning and reflecting on what it takes to achieve excellence, make an impact, and live a life of consequence. Folding handkerchiefs in his father's linen shop, Schwarzman dreamed of a larger life, filled with purpose and adventure. His grades and athleticism got him into Yale. After starting his career in finance with a short stint at a financial firm called DLJ, Schwarzman began working at Lehman Brothers where he ascended to run the mergers and acquisitions practice. He eventually partnered with his mentor and friend Pete Peterson to found Blackstone, vowing to create a new and different kind of financial institution. Building Blackstone into the leading global financial institution it is today didn't come easy. Schwarzman focused intensely on culture, hiring great talent, and establishing processes that allow the firm to systematically analyze and evaluate risk. Schwarzman's simple mantra "don't lose money" has helped Blackstone become a leading private equity and real estate investor, and manager of alternative assets for institutional investors globally. Both he and the firm are known for the rigor of their investment process, their innovative approach to deal making, the diversification of their business lines, and a conviction to be the best at everything they do. Schwarzman is also an active philanthropist, having given away more than a billion dollars. In philanthropy, as in business, he is drawn to situations where his capital and energy can be applied to drive transformative solutions and change paradigms, notably in education. He uses the skills learned over a lifetime in finance to design, establish, and support impactful and innovative organizations and initiatives. His gifts have ranged from creating a new College of Computing at MIT for the study of artificial intelligence, to establishing a first-of-its-kind student and performing arts center at Yale, to enabling the renovation of the iconic New York Public Library, to founding the Schwarzman Scholars fellowship program at Tsinghua University in Beijing—the single largest philanthropic effort in China's history from international donors. Schwarzman's story is an empowering, entertaining, and informative guide for anyone striving for greater personal impact. From deal making to investing, leadership to entrepreneurship, philanthropy to diplomacy, Schwarzman has lessons for how to think about ambition and scale, risk and opportunities, and how to achieve success through the relentless pursuit of excellence. Schwarzman not only offers readers a thoughtful reflection on all his own experiences, but in doing so provides a practical blueprint for success.

According to John Warrillow, the number one mistake entrepreneurs make is to build a business that relies too heavily on them. Thus, when the time comes to sell, buyers aren't confident that the company—even if it's profitable—can stand on its own. To illustrate this, Warrillow introduces us to a fictional small business owner

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named Alex who is struggling to sell his advertising agency. Alex turns to Ted, an entrepreneur and old family friend, who encourages Alex to pursue three criteria to make his business sellable: * Teachable: focus on products and services that you can teach employees to deliver. * Valuable: avoid price wars by specialising in doing one thing better than anyone else. * Repeatable: generate recurring revenue by engineering products that customers have to repurchase often.

"Mentor" is a readable, often absorbing biography of a big man from a small college. The College is Grinnell, in central Iowa. The man, Joseph Rosenfield. It was ultimately Rosenfield's role to become the force to build Grinnell into one of the most successful of America's liberal arts colleges.

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