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Orit Gadiesh, Hugh Macarthur
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Orit Gadiesh, Hugh Macarthur : Lessons from Private Equity Any Company Can Use (Memo to the CEO) before purchasing it in order to gage whether or not it would be worth my time, and all praised Lessons from Private Equity Any Company Can Use (Memo to the CEO):

16 of 17 people found the following review helpful. Truly Written for C-Level Executives By KWF When I ordered this book, I didn't realize how small and short it would be, so I was a bit caught off guard when it arrived. However, it was densely written and to the point, and chock full of good advice for executives looking to groom their company for a sale in 3-5 years at a multiple of its current value. The authors state up front that there are 6 key principles or steps in maximizing the value of your company and proceed to do a short chapter on each of these principles, with 1 or 2 anecdotes to illustrate their points. Some of their ideas are probably easier said than done, such as defining the strategy or reshuffling the Board of Directors to be more useful. The overall message of relentless focus, goal-orientation and accountability, high rewards for the management teams who succeed all are spot on. The only downside to the book, in my view, is that it is very focused on large companies rather than how to take those principles downward to a smaller scale. Saving \$3 billion in GA costs is impressive but not very relevant to most prospective readers of the book. Some examples from mid-market companies would have made it more relatable. Some parts are also quite technical, when they get into managing debt-equity ratios, structures of the Board, etc. so I don't think the book will really be relevant to middle management types either. Overall I would recommend it for anyone in an executive position at a mid- to large-scale enterprise who is looking to turnaround a business and flip it, or who is anticipating getting private equity investments and wants to better understand in advance what the PE guys are probably thinking. 0 of 0 people found the following review helpful. Great read By Emill I wish I read this book before. Although having managed and built businesses for several years by now, I learnt a lot from this book that will help me take my business to the next level. At minimum, this book motivated and encouraged me to think and act more aggressively in (a) structuring my companies growth plans, (b) helped me see more clearly the people and management skills and mindset needed, and (c) changed my focus from budget growth to full potential realization and efficiency. All in all - a recommended reading for business owners, entrepreneurs, CEO's, board members, and those seeking to invest and transform business. :) 0 of 0 people found the following review helpful. Three Stars By Scott G. Perry Ok, but not worth the expense.

Private equity firms are snapping up brand-name companies and assembling portfolios that make them immense global conglomerates. They're often able to maximize investor value far more successfully than traditional public companies. How do PE firms become such powerhouses? Learn how, in *Lessons from Private Equity Any Company Can Use*. Bain chairman Orit Gadiesh and partner Hugh MacArthur use the concise, actionable format of a memo to lay out the five disciplines that PE firms use to attain their edge: • Invest with a thesis using a specific, appropriate 3-5-year goal • Create a blueprint for change--a road map for initiatives that will generate the most value for your company within that time frame • Measure only what matters--such as cash, key market intelligence, and critical operating data • Hire, motivate, and retain hungry managers--people who think like owners • Make equity sweat--by making cash scarce, and forcing managers to redeploy underperforming capital in productive directions This is the PE formula for unleashing a company's true potential.

About the Author Orit Gadiesh is the chairman of Bain Company and an expert on management and corporate strategy. Hugh MacArthur is a partner at Bain Company and the leader of the firm's Global Private Equity practice.