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Play Nice But Win

A CEO's Journey from Founder to Leader

Penguin WALL STREET JOURNAL BESTSELLER From Michael Dell, renowned founder and chief executive of one of America's largest technology companies, the inside story of the battles that defined him as a leader In 1984, soon-to-be college dropout Michael Dell hid signs of his fledgling PC business in the bathroom of his University of Texas dorm room. Almost 30 years later, at the pinnacle of his success as founder and leader of Dell Technologies, he found himself embroiled in a battle for his company's survival. What he'd do next could ensure its legacy—or destroy it completely. Play Nice But Win is a riveting account of the three battles waged for Dell Technologies: one to launch it, one to keep it, and one to transform it. For the first time, Dell reveals the highs and lows of the company's evolution amidst a rapidly changing industry—and his own, as he matured into the CEO it needed. With humor and humility, he recalls the mentors who showed him how to turn his passion into a business; the competitors who became friends, foes, or both; and the sharks that circled, looking for weakness. What emerges is the long-term vision underpinning his success: that technology is ultimately about people and their potential. More than an honest portrait of a leader at a crossroads, Play Nice But Win is a survival story proving that while anyone with technological insight and entrepreneurial zeal might build something great—it takes a leader to build something that lasts.

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CEO Mastery Journey

7 Breakthrough Practices to Propel Successful Leaders to Greatness

CEO Mastery Journey is packed with insightful nuggets of practical wisdom and breakthrough practices for achieving personal and organizational effectiveness, bringing the principles of self-actualization to business leadership. The result: a purposeful, high-performance and high-trust organization.

CEO Excellence

The Six Mindsets That Distinguish the Best Leaders from the Rest

Simon and Schuster "Based on extensive interviews with today's . . . corporate leaders, this look at how the best CEOs do their jobs focuses on the mindsets and actions that foster an environment of excellence"--

Don't Mess It Up

How Founders and Their Successors Can Avoid the Clichés That Inhibit Growth

Greenleaf Book Group In Don't Mess It Up: How Founders and Their Successors Can Avoid the Clichés That Inhibit Growth, author and six-time second CEO Les Trachtman offers his expertise on the most effective ways to successfully hand off your company to a worthy successor. He also has advice for those who are inheriting a business and want to take it to the next level, as well as for boards who are dealing with these leadership transitions. In his direct, no-nonsense approach, Les shows readers how seemingly harmless business clichés such as "get it right" and "be careful" can have a detrimental effect on a company's future by conveying that such imperative ingredients such as risk and innovation are things to now be avoided. Readers will learn how to: • Understand the metamorphosis required to transition from great founder to great CEO • Know when, and if, it's time to replace yourself • Pick the right successor • Prepare yourself and your company for the fragile transition • Create a successful CEO transition • Separate yourself from the company There is likely no one more experienced in founder transitions than Les Trachtman. He has been an innovative and respected successor at six different companies; let his hard-won advice guide you through your transition and toward success.

The CEO's Time Machine

The Ambuja Story

How a Group of Ordinary Men Created an Extraordinary Company

Harper Collins 'I had never seen a cement plant in my life. I had no idea about limestone deposits or the cement industry in Gujarat. And I had never negotiated an industrial agreement. Yet, in the next few weeks, I would need to be ready for a substantive meeting with Gujarat government officials.' The year was 1983. A cotton trader, still in his early thirties, began to dream big. His aspiration was to become an 'industrialist'. The venture he was about to embark on was uncharted territory for him. He knew nothing about cement, limestone or anything remotely associated with it. In the era of Licence Raj, where everything from production to consumption was controlled by the government, Narotam Sekhsaria saw the huge potential in cement and its role in a growing nation. Trusting his instinct, he started Ambuja Cement and went on to create one of the most successful cement companies in the world. Told by the man himself, The Ambuja Story is a tale of grit, determination, honesty and integrity. For a cement company, it's a unique case study that broke many stereotypes, such as cement production can't be an environmental friendly activity, good cement can't be cheaper and it's difficult to market a product as boring as cement. Narotam Sekhsaria's vision for Ambuja wasn't just limited to financial success; he undertook community development around all Ambuja plants to a whole new level. Ambuja's work in women empowerment, skill development, health and education created new benchmarks for the industry long before corporate social responsibility became mandatory in India. The Ambuja Story provides a new perspective on business and life, inspiring the next generation of entrepreneurs to scale greater heights.

Startup CEO

A Field Guide to Scaling Up Your Business (Techstars)

John Wiley & Sons You're only a startup CEO once. Do it well with Startup CEO, a "master class in building a business." —Dick Costolo, Former CEO, Twitter Being a startup CEO is a job like no other: it's difficult, risky, stressful, lonely, and often learned through trial and error. As a startup CEO seeing things for the first time, you're likely to make mistakes, fail, get things wrong, and feel like you don't have any control over outcomes. Author Matt Blumberg has been there, and in Startup CEO he shares his experience, mistakes, and lessons learned as he guided Return Path from a handful of employees and no revenues to over \$100 million in revenues and 500 employees. Startup CEO is not a memoir of Return Path's 20-year journey but a thoughtful CEO-focused book that provides first-time CEOs with advice, tools, and approaches for the situations that startup CEOs will face. You'll learn: How to tell your story to new hires,

investors, and customers for greater alignment How to create a values-based culture for speed and engagement How to create business and personal operating systems so that you can balance your life and grow your company at the same time How to develop, lead, and leverage your board of directors for greater impact How to ensure that your company is bought, not sold, when you exit Startup CEO is the field guide every CEO needs throughout the growth of their company.

The Ride of a Lifetime

Lessons Learned from 15 Years as CEO of the Walt Disney Company

*Random House #1 NEW YORK TIMES BESTSELLER • A memoir of leadership and success: The executive chairman of Disney, Time's 2019 businessperson of the year, shares the ideas and values he embraced during his fifteen years as CEO while reinventing one of the world's most beloved companies and inspiring the people who bring the magic to life. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY NPR Robert Iger became CEO of The Walt Disney Company in 2005, during a difficult time. Competition was more intense than ever and technology was changing faster than at any time in the company's history. His vision came down to three clear ideas: Recommit to the concept that quality matters, embrace technology instead of fighting it, and think bigger—think global—and turn Disney into a stronger brand in international markets. Today, Disney is the largest, most admired media company in the world, counting Pixar, Marvel, Lucasfilm, and 21st Century Fox among its properties. Its value is nearly five times what it was when Iger took over, and he is recognized as one of the most innovative and successful CEOs of our era. In *The Ride of a Lifetime*, Robert Iger shares the lessons he learned while running Disney and leading its 220,000-plus employees, and he explores the principles that are necessary for true leadership, including:*

- **Optimism.** Even in the face of difficulty, an optimistic leader will find the path toward the best possible outcome and focus on that, rather than give in to pessimism and blaming.
- **Courage.** Leaders have to be willing to take risks and place big bets. Fear of failure destroys creativity.
- **Decisiveness.** All decisions, no matter how difficult, can be made on a timely basis. Indecisiveness is both wasteful and destructive to morale.
- **Fairness.** Treat people decently, with empathy, and be accessible to them.

This book is about the relentless curiosity that has driven Iger for forty-five years, since the day he started as the lowliest studio grunt at ABC. It's also about thoughtfulness and respect, and a decency-over-dollars approach that has become the bedrock of every project and partnership Iger pursues, from a deep friendship with Steve Jobs in his final years to an abiding love of the Star Wars mythology. "The ideas in this book strike me as universal" Iger writes. "Not just to the aspiring CEOs of the world, but to anyone wanting to feel less fearful, more confidently themselves, as they navigate their professional and even personal lives."

Leading at the Speed of Growth

Journey from Entrepreneur to CEO

John Wiley & Sons Incorporated Learn how to take your company to the next level of growth through the stories of over 500 successful entrepreneurs. Developed by the Kauffman Center for Entrepreneurial Leadership, this flagship book introduces a new series on managing growth. The authors expertly guide you through the three stages of entrepreneurial growth: initial growth, rapid growth, and continuous growth. Personal stories told by successful entrepreneurs reveal the hows and whys of evolving as a leader at each stage, identifying red flags, vital signs, and secrets of sustained growth. Become a dynamic leader by using this book as your roadmap to entrepreneurial success.

Learning to Lead

The Journey to Leading Yourself, Leading Others, and Leading an Organization

*Greenleaf Book Group This master class on leadership, written by one of America's most prominent and successful executives, will help you develop the professional leadership qualities that deliver personal, interpersonal, and organizational success. In *Learning to Lead: The Journey to Leading Yourself, Leading Others, and Leading an Organization*, Ron Williams provides you with practical, tested leadership advice, whether you're searching for a new career, looking for proven management solutions, or seeking to transform your organization. Developed from Williams's own personal and professional journey, as well as the experiences of America's leading CEOs, these strategies emerge boldly from engaging stories, outlined with practical steps for you to accomplish goals such as—*

- **Launching your career quest**
- **Avoiding professional pitfalls, wrong turns, and wasted effort**
- **Overcoming interpersonal challenges and conflicts**
- **Building and leading an effective, high-performance team**
- **Prioritizing and solving problems from multiple perspectives**
- **Developing your leadership style and mastering communication**
- **Casting a vision and changing the culture of your organization**

After finishing *Learning to Lead*, you will be well equipped to take the next step to success in your personal and professional leadership journey. Williams's book has the potential to join other leadership development classics on your shelf—to be read repeatedly and consulted throughout the span of your career.

The CEO Next Door

The 4 Behaviors that Transform Ordinary People into World-Class Leaders

Currency NEW YORK TIMES AND WALL STREET JOURNAL BESTSELLER • Winner of CMI Management Book of the Year 2019 Based on an in-depth analysis of over 2,600 leaders drawn from a database of more than 17,000 CEOs and C-suite executives, as well 13,000 hours of interviews, and two decades of experience advising CEOs and executive boards, Elena L. Botelho and Kim R. Powell overturn the myths about what it takes to get to the top and succeed. Their groundbreaking research was the featured cover story in the May-June 2017 issue of Harvard Business Review. It reveals the common attributes and counterintuitive choices that set apart successful CEOs—lessons that we can apply to our own careers. Much of what we hear about who gets to the top, and how, is wrong. Those who become chief executives set their sights on the C-suite at an early age. In fact, over 70 percent of the CEOs didn't have designs on the corner office until later in their careers. You must graduate from an elite college. In fact, only 7 percent of CEOs in the dataset are Ivy League graduates--and 8 percent didn't graduate from college at all. To become a CEO you need a flawless résumé. The reality: 45 percent of CEO candidates had at least one major career blowup. What those who reach the top do share are four key behaviors that anyone can master: they are decisive; they are reliable, delivering what they promised when the promise it, without exception; they adapt boldly, and they engage with stakeholders without shying away from conflict. Based on this breakthrough study of the most successful people in business, Botelho and Powell offer career advice for everyone who aspires to get ahead. Based on research insights illustrated by real life stories from CEOs and boardrooms, they tell us how to: - Fast-track our career by deploying the career catapults used by those who get to the top quickly - Overcome the hidden handicaps to getting the job we want. - Avoid the 5 hazards that most commonly derail those promoted into a new role. For everyone who aspires to rise up through the organization and achieve their full potential, The CEO Next Door is an essential guide.

The Heart of Business

Leadership Principles for the Next Era of Capitalism

Harvard Business Press A Wall Street Journal Bestseller Named a Financial Times top title How to unleash "human magic" and achieve improbable results. Hubert Joly, former CEO of Best Buy and orchestrator of the retailer's spectacular turnaround, unveils his personal playbook for achieving extraordinary outcomes by putting people and purpose at the heart of business. Back in 2012, "Everyone thought we were going to die," says Joly. Eight years later, Best Buy was transformed as Joly and his team rebuilt the company into one of the nation's favorite employers, vastly increased customer satisfaction, and dramatically grew Best Buy's stock price. Joly and his team also succeeded in making Best Buy a leader in sustainability and innovation. In The Heart of Business, Joly shares the philosophy behind the resurgence of Best Buy: pursue a noble purpose, put people at the center of the business, create an environment where every employee can blossom, and treat profit as an outcome, not the goal. This approach is easy to understand, but putting it into practice is not so easy. It requires radically rethinking how we view work, how we define companies, how we motivate, and how we lead. In this book Joly shares memorable stories, lessons, and practical advice, all drawn from his own personal transformation from a hard-charging McKinsey consultant to a leader who believes in human magic. The Heart of Business is a timely guide for leaders ready to abandon old paradigms and lead with purpose and humanity. It shows how we can reinvent capitalism so that it contributes to a sustainable future.

Reboot

Leadership and the Art of Growing Up

HarperCollins One of the start-up world's most in-demand executive coaches—hailed as the "CEO Whisperer" (Gimlet Media)—reveals why radical self-inquiry is critical to professional success and healthy relationships in all realms of life. Jerry Colonna helps start-up CEOs make peace with their demons, the psychological habits and behavioral patterns that have helped them to succeed—molding them into highly accomplished individuals—yet have been detrimental to their relationships and ultimate well-being. Now, this venture capitalist turned executive coach shares his unusual yet highly effective blend of Buddhism, Jungian therapy, and entrepreneurial straight talk to help leaders overcome their own psychological traumas. Reboot is a journey of radical self-inquiry, helping you to reset your life by sorting through the emotional baggage that is holding you back professionally, and even more important, in your relationships. Jerry has taught CEOs and their top teams to realize their potential by using the raw material of their lives to find meaning, to build healthy interpersonal bonds, and to become more compassionate and bold leaders. In Reboot, he inspires everyone to hold themselves responsible for their choices and for the possibility of truly achieving their dreams. Work does not have to destroy us. Work can be the way in which we achieve our fullest self, Jerry firmly believes. What we need, sometimes, is a chance to reset our goals and to reconnect with our deepest selves and with each other. Reboot moves and empowers us to begin this journey.

Winners Dream

A Journey from Corner Store to Corner Office

*Simon and Schuster A leadership and career manifesto told through the narrative of one of today's most inspiring, admired, and successful global leaders. In **Winners Dream**, Bill McDermott—the CEO of the world's largest business software company, SAP—chronicles how relentless optimism, hard work, and disciplined execution embolden people and equip organizations to achieve audacious goals. Growing up in working-class Long Island, a sixteen-year-old Bill traded three hourly wage jobs to buy a small deli, which he ran by instinctively applying ideas that would be the seeds for his future success. After paying for and graduating college, Bill talked his way into a job selling copiers door-to-door for Xerox, where he went on to rank number one in every sales position he held and eventually became the company's youngest-ever corporate officer. Eventually, Bill left Xerox and in 2002 became the unlikely president of SAP's flailing American business unit. There, he injected enthusiasm and accountability into the demoralized culture by scaling his deli, sales, and management strategies. In 2010, Bill was named co-CEO, and in May 2014 became SAP's sole, and first non-European, CEO. Colorful and fast-paced, Bill's anecdotes contain effective takeaways: gutsy career moves; empathetic sales strategies; incentives that yield exceptional team performance; and proof of the competitive advantages of optimism and hard work. At the heart of Bill's story is a blueprint for success and the knowledge that the real dream is the journey, not a preconceived destination.*

Unapologetically Ambitious

Take Risks, Break Barriers, and Create Success on Your Own Terms

*Grand Central Publishing *Named a Best Business Book of 2020 by Fortune and Bloomberg* Full of empowering wisdom from one of Silicon Valley's first female African American CEOs, this inspiring leadership book offers a blueprint for how to achieve your personal and professional goals. Shellye Archambeau recounts how she overcame the challenges she faced as a young black woman, wife, and mother, managing her personal and professional responsibilities while climbing the ranks at IBM and subsequently in her roles as CEO. Through the busts and booms of Silicon Valley in the early 2000s, this bold and inspiring book details the risks she took and the strategies she engaged to steer her family, her career, and her company MetricStream toward success. Through her journey, Shellye discovered that ambition alone is not enough to achieve success. Here, she shares the practical strategies, tools, and approaches readers can employ right now, including concrete steps to most effectively: Dismantle impostor syndrome Capitalize on the power of planning Take risks Developing financial literacy Build your network Establish your reputation Take charge of your career Integrate work, marriage, parenthood, and self-care Each chapter lays out key takeaways and actions to increase the odds of achieving your personal and professional goals. With relatable personal stories that ground her advice in the real world and a foreword by leading venture capitalist and New York Times bestselling author Ben Horowitz, **Unapologetically Ambitious** invites readers to move beyond the solely supportive roles others expect them to fill, to learn how to carefully tread the thin line between assertive and aggressive, and to give themselves permission to strive for the top. Make no apologies for the height of your ambitions. Shellye Archambeau will show you how.*

Trailblazer

The Power of Business as the Greatest Platform for Change

*Currency NEW YORK TIMES BESTSELLER • The founder and co-CEO of Salesforce delivers an inspiring vision for successful companies of the future—in which changing the world is everyone's business. "The gold standard on how to use business as a platform for change at this urgent time."—Ray Dalio, founder of Bridgewater Associates and author of *Principles: Life and Work* What's the secret to business growth and innovation and a purpose-driven career in a world that is becoming vastly more complicated by the day? According to Marc Benioff, the answer is embracing a culture in which your values permeate everything you do. In **Trailblazer**, Benioff gives readers a rare behind-the-scenes look at the inner workings of one of the world's most admired companies. He reveals how Salesforce's core values—trust, customer success, innovation, and equality—and commitment to giving back have become the company's greatest competitive advantage and the most powerful engine of its success. Because no matter what business you're in, Benioff says, values are the bedrock of a resilient company culture that inspires all employees, at every level, to do the best work of their lives. Along the way, he shares insights and best practices for anyone who wants to cultivate a company culture positioned to thrive in the face of the inevitable disruption ahead. None of us in the business world can afford to sit on the sidelines and ignore what's going on outside the walls of our workplaces. In the future, profits and progress will no longer be sustainable unless they serve the greater good. Whether you run a company, lead a small team, or have just draped an ID badge around your neck for the first time, **Trailblazer** reveals how anyone can become an agent of change. Praise for **Trailblazer** "A guide for what every business and organization must do to thrive in this period of profound political and economic change."—Jamie Dimon, chairman and CEO of*

JPMorgan Chase "In Trailblazer, Benioff explores how companies can nurture a values-based culture to become powerful platforms for change."—Susan Wojcicki, CEO of YouTube

My Life in Full

Work, Family, and Our Future (With a special Epilogue for India)

Hachette UK An intimate and powerful memoir by the trailblazing former CEO of PepsiCo For a dozen years as one of the world's most admired CEOs, Indra Nooyi redefined what it means to be an exceptional leader. The first woman of color and immigrant to run a Fortune 50 company—and one of the foremost strategic thinkers of our time—she transformed PepsiCo with a unique vision, a vigorous pursuit of excellence, and a deep sense of purpose. Now, in a rich memoir brimming with grace, grit, and good humor, Nooyi offers a first-hand view of her legendary career and the sacrifices it so often demanded. Nooyi takes us through the events that shaped her, from her childhood and early education in 1960s India, to the Yale School of Management, to her rise as a corporate consultant and strategist who soon ascended into the most senior executive ranks. My Life in Full offers an inside look at PepsiCo, and Nooyi's thinking as she steered the iconic American company toward healthier products and reinvented its environmental profile despite resistance at every turn. For the first time and in raw detail, Nooyi also lays bare the difficulties that came with managing her demanding job and a growing family, and what she learned along the way. She makes a clear, actionable, urgent call for business and government to prioritize the care ecosystem, paid leave, and work flexibility, and a convincing argument for how improving company and community support for young family builders will unleash the economy's full potential. Generous, authoritative, and grounded in lived experience, My Life in Full is the story of an extraordinary leader's life, a moving tribute to the relationships that created it, and a blueprint for twenty-first-century prosperity.

The Founder's Dilemmas

Anticipating and Avoiding the Pitfalls That Can Sink a Startup

Princeton University Press The Founder's Dilemmas examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research, including quantitative data on almost ten thousand founders as well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

The Pope and the CEO

John Paul II's Leadership Lessons to a Young Swiss Guard

Emmaus Road Publishing Former-Swiss Guard, CEO and business leader, Andreas Widmer gives a behind-the-scenes look into Pope John Paul II, "the most authentically human person I've ever met," and reveals how those memories shaped and forged his success as a corporate executive.

No Rules Rules

Netflix and the Culture of Reinvention

Penguin The New York Times bestseller Shortlisted for the 2020 Financial Times & McKinsey Business Book of the Year Netflix cofounder Reed Hastings reveals for the first time the unorthodox culture behind one of the world's most innovative, imaginative, and successful companies There has never before been a company like Netflix. It has led nothing short of a revolution in the entertainment industries, generating billions of dollars in annual revenue while capturing the imaginations of hundreds of millions of people in over 190 countries. But to reach these great heights, Netflix, which launched in 1998 as an online DVD rental service, has had to reinvent itself over and over again. This type of unprecedented flexibility would have been impossible without the counterintuitive and radical management principles that cofounder Reed Hastings established from the very beginning. Hastings rejected the conventional wisdom under which other companies operate and defied tradition to instead build a culture focused on freedom and responsibility, one that has allowed Netflix to adapt and innovate as the needs of its members and the world have simultaneously transformed. Hastings set new standards, valuing people over process, emphasizing innovation over efficiency, and giving employees context, not controls. At Netflix, there are no vacation or expense policies. At Netflix, adequate performance gets a generous severance, and hard work is irrelevant. At Netflix, you don't try to please your boss, you give candid feedback instead. At Netflix, employees don't need approval, and the company pays top of market. When Hastings and his team first devised these unorthodox principles, the implications were unknown and untested. But in just a short period, their methods led to unparalleled speed and boldness, as Netflix quickly became one of the most loved brands in the world. Here for the first time, Hastings and Erin Meyer, bestselling author of The

Culture Map and one of the world's most influential business thinkers, dive deep into the controversial ideologies at the heart of the Netflix psyche, which have generated results that are the envy of the business world. Drawing on hundreds of interviews with current and past Netflix employees from around the globe and never-before-told stories of trial and error from Hastings's own career, No Rules Rules is the fascinating and untold account of the philosophy behind one of the world's most innovative, imaginative, and successful companies.

The Cult of We

WeWork, Adam Neumann, and the Great Startup Delusion

Crown Why did so many intelligent people—from venture capitalists to Wall Street elite—fall for the hype? And how did WeWork go so wrong? In little more than a decade, Neumann transformed himself from a struggling baby clothes salesman into the charismatic, hard-partying CEO of a company worth \$47 billion on paper. With his long hair and feel-good mantras, the six-foot-five Israeli transplant looked the part of a messianic truth teller. Investors swooned, and billions poured in. Neumann dined with the CEOs of JPMorgan and Goldman Sachs, entertaining a parade of power brokers desperate to get a slice of what he was selling: the country's most valuable startup, a once-in-a-lifetime opportunity and a generation-defining moment. Soon, however, WeWork was burning through cash faster than Neumann could bring it in. From his private jet, sometimes clouded with marijuana smoke, he scoured the globe for more capital. Then, as WeWork readied a Hail Mary IPO, it all fell apart. .

From the Ground Up

A Journey to Reimagine the Promise of America

Random House NEW YORK TIMES BESTSELLER • From the longtime CEO and chairman of Starbucks, a bold, dramatic work about the new responsibilities that leaders, businesses, and citizens share in American society today—as viewed through the intimate lens of one man's life and work. What do we owe one another? How do we channel our drive, ingenuity, even our pain, into something more meaningful than individual success? And what is our duty in the places where we live, work, and play? These questions are at the heart of the American journey. They are also ones that Howard Schultz has grappled with personally since growing up in the Brooklyn housing projects and while building Starbucks from eleven stores into one of the world's most iconic brands. In From the Ground Up, Schultz looks for answers in two interwoven narratives. One story shows how his conflicted boyhood—including experiences he has never before revealed—motivated Schultz to become the first in his family to graduate from college, then to build the kind of company his father, a working-class laborer, never had a chance to work for: a business that tries to balance profit and human dignity. A parallel story offers a behind-the-scenes look at Schultz's unconventional efforts to challenge old notions about the role of business in society. From health insurance and free college tuition for part-time baristas to controversial initiatives about race and refugees, Schultz and his team tackled societal issues with the same creativity and rigor they applied to changing how the world consumes coffee. Throughout the book, Schultz introduces a cross-section of Americans transforming common struggles into shared successes. In these pages, lost youth find first jobs, aspiring college students overcome the yoke of debt, post-9/11 warriors replace lost limbs with indomitable spirit, former coal miners and opioid addicts pave fresh paths, entrepreneurs jump-start dreams, and better angels emerge from all corners of the country. From the Ground Up is part candid memoir, part uplifting blueprint of mutual responsibility, and part proof that ordinary people can do extraordinary things. At its heart, it's an optimistic, inspiring account of what happens when we stand up, speak out, and come together for purposes bigger than ourselves. Here is a new vision of what can be when we try our best to lead lives through the lens of humanity. "Howard Schultz's story is a clear reminder that success is not achieved through individual determination alone, but through partnership and community. Howard's commitment to both have helped him build one of the world's most recognized brands. It will be exciting to see what he accomplishes next."—Bill Gates

The Four Dilemmas of the CEO

Mastering the make-or-break moments in every executive's career

Bloomsbury Publishing Momentum is your greatest ally - with it you can do anything, without it you will stall. As CEO you hate surprises, especially the kind that undermines momentum - yours or the organization you lead. Every CEO's journey is unique. However, there exists a very predictable, but previously unknown pattern: the CEO life cycle. The Four Dilemmas of the CEO outlines the common challenges that every CEO will face during their tenure, irrespective of geography or industry. Once understood, action can be taken to break through these glass ceilings that cause CEOs to get stuck in the business, while their mandate for working on the business is continually diverted. Framed within the life cycle of a CEO, the Four Dilemmas are: 1. You're in charge of everything, but cannot completely trust anything. 2. You know that today's executive cannot deliver tomorrow's results. 3. How do you engage the full capability of your executive on the business when their reputations were earned working in the business? 4. At what point does the price of remaining personally relevant outweigh your other options? In the first book to focus on the life cycle of a CEO, the

authors draw on decades of international experience, both as former CEOs and trusted advisers, to show every executive how to recognize and anticipate the individual dilemmas, master them, and accelerate through them.

Real Leaders Don't Follow

Being Extraordinary in the Age of the Entrepreneur

Entrepreneur Press Leaders Lead. Followers Follow. You Can't Do Both. Acknowledging the great irony that most of today's inspiring entrepreneurs are following the crowd instead of doing what innovative leaders like Richard Branson, Mark Zuckerberg, and Elon Musk did to become successful, Silicon Valley management consultant Steve Tobak delivers some truth: Nobody ever made it big by doing what everyone else is doing. Drawing upon decades of personal experience with hundreds of accomplished entrepreneurs, CEOs, and venture capitalists, Tobak provides a unique perspective on today's technology revolution, exposes popular myths that masquerade as common wisdom and shows you what it takes to become a successful entrepreneur and an exceptional business leader in today's highly competitive world.

Good to Great

Why Some Companies Make the Leap...And Others Don't

Harper Collins The Challenge Built to Last, the defining management study of the nineties, showed how great companies triumph over time and how long-term sustained performance can be engineered into the DNA of an enterprise from the very beginning. But what about the company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve enduring greatness? The Study For years, this question preyed on the mind of Jim Collins. Are there companies that defy gravity and convert long-term mediocrity or worse into long-term superiority? And if so, what are the universal distinguishing characteristics that cause a company to go from good to great? The Standards Using tough benchmarks, Collins and his research team identified a set of elite companies that made the leap to great results and sustained those results for at least fifteen years. How great? After the leap, the good-to-great companies generated cumulative stock returns that beat the general stock market by an average of seven times in fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Coca-Cola, Intel, General Electric, and Merck. The Comparisons The research team contrasted the good-to-great companies with a carefully selected set of comparison companies that failed to make the leap from good to great. What was different? Why did one set of companies become truly great performers while the other set remained only good? Over five years, the team analyzed the histories of all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, Collins and his crew discovered the key determinants of greatness -- why some companies make the leap and others don't. The Findings The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy and practice. The findings include: Level 5 Leaders: The research team was shocked to discover the type of leadership required to achieve greatness. The Hedgehog Concept (Simplicity within the Three Circles): To go from good to great requires transcending the curse of competence. A Culture of Discipline: When you combine a culture of discipline with an ethic of entrepreneurship, you get the magical alchemy of great results. Technology Accelerators: Good-to-great companies think differently about the role of technology. The Flywheel and the Doom Loop: Those who launch radical change programs and wrenching restructurings will almost certainly fail to make the leap. "Some of the key concepts discerned in the study," comments Jim Collins, "fly in the face of our modern business culture and will, quite frankly, upset some people." Perhaps, but who can afford to ignore these findings?

Bending Reality

How to Make the Impossible Probable

Simon and Schuster Bending Reality is Victoria Song's innovative process used by billionaires, tech founders, and the world's most successful leaders to make the impossible probable. In this fast-paced guide to success, you will learn how to: Bend reality by mastering two states of being that most people aren't even aware of; Reach your personal peak without burning out; Navigate change and face the unknown like the greatest leaders; Access creative downloads that artists, musicians, and geniuses receive; Make your own luck--there's literally a recipe; Find your unique "zone of genius" and live from it every day. After learning how to bend reality, you will no longer need to memorize rules, tips, or tricks; instead, you will embody the essence of a remarkable leader who can make the impossible probable.

The Five Temptations of a CEO

A Leadership Fable

John Wiley & Sons A commemorative edition of the landmark book from Patrick Lencioni When it was published ten years ago, The Five Temptations of a CEO was like no other business book that came before. Highly sought-after management consultant Patrick Lencioni deftly told the tale of a young CEO who, facing his first annual board review, knows he is failing, but doesn't know why. Refreshingly original and utterly compelling, this razor-sharp novelette plus self-assessment (written to be read in one sitting) serves as a timeless and potent reminder that success as a leader can come down to practicing a few simple behaviors that are painfully

difficult for each of us to master. Any executive can learn how to recognize the mistakes that leaders can make and how to avoid them. The lessons of *The Five Temptations of a CEO*, are as relevant today as ever, and this special anniversary edition celebrates ten years of inspiration and enlightenment with a brand new introduction and reflections from Lencioni on the new challenges in business and leadership that have occurred in the past ten years.

Hot Seat

What I Learned Leading a Great American Company

Simon and Schuster A fascinating and candid memoir about successful leadership from the former CEO of General Electric, named one of the "World's Best CEOs" three times by Barron's, and the hard-won lessons he learned from his experience leading GE immediately after 9/11, through the devastating 2008–09 financial crisis, and into an increasingly globalized world. In September 2001, Jeff Immelt replaced the most famous CEO in history, Jack Welch, at the helm of General Electric. Less than a week into his tenure, the 9/11 terrorist attacks shook the nation, and the company, to its core. GE was connected to nearly every part of the tragedy—GE-financed planes powered by GE-manufactured engines had just destroyed real estate that was insured by GE-issued policies. Facing an unprecedented situation, Immelt knew his response would set the tone for businesses everywhere that looked to GE—one of America's biggest and most-heralded corporations—for direction. No pressure. Over the next sixteen years, Immelt would lead GE through many more dire moments, from the 2008–09 Global Financial Crisis to the 2011 meltdown of Fukushima's nuclear reactors, which were designed by GE. But Immelt's biggest challenge was inherited: Welch had handed over a company that had great people, but was short on innovation. Immelt set out to change GE's focus by making it more global, more rooted in technology, and more diverse. But the stock market rarely rewarded his efforts, and GE struggled. In *Hot Seat*, Immelt offers a rigorous and raw interrogation of himself and his tenure, detailing for the first time his proudest moments and his biggest mistakes. The most crucial component of leadership, he writes, is the willingness to make decisions. But knowing what to do is a thousand times easier than knowing when to do it. Perseverance, combined with clear communication, can ensure progress, if not perfection, he says. That won't protect any CEO from second-guessing, but Immelt explains how he's pushed through even the most withering criticism: by staying focused on his team and the goals they tried to achieve. As the business world continues to be rocked by stunning economic upheaval, *Hot Seat* "takes you into the office, head, and heart of the man who became CEO of GE on the eve of 9/11, and then led the iconic behemoth for sixteen fascinating, and often turbulent, years. A handbook on leadership—and life" (Stanley A. McChrystal, General, US Army [Retired], CEO and Founder, McChrystal Group).

Understanding Startup Ceos

Vicara Books Do you ever wonder what goes on in the mind of a startup CEO? What are they thinking? What motivates them? How can I be successful working for one? These are all common questions that if go unanswered make it seem like start-up CEOs are impossible to understand. Start-up CEOs are some of the most unique people you'll ever meet and require a specific relational approach, but don't worry there's hope, and having a true understanding of their mindset is the answer. Dan Slagen, three time start-up executive shares how-to tips and secrets based on years of experience working directly for, advising, and having countless exchanges with start-up CEOs from early stage to IPO. Whether you report directly to your startup's CEO on the executive team or not, want to better understand startup CEOs in general, or you are a start-up CEO and want to gain a better perspective on your employees thought process, this book is for you."

Peers Inc

How People and Platforms Are Inventing the Collaborative Economy and Reinventing Capitalism

PublicAffairs When Robin Chase cofounded Zipcar, she not only started a business but established the foundation for one of the most important economic and social ideas of our time: the collaborative economy. With this important book, she broadens our thinking about the ways in which the economy is being transformed and shows how the Peers Inc model is changing the very nature of capitalism. When the best of people power is combined with the best of corporate power to form "Peers Inc" organizations, a potent creative force is released. The "Inc" in these collaborations delivers the industrial strengths of significant scale and resources, and the "Peers" bring together the individual strengths of localization, specialization, and customization, unlocking the power of the collaborative economy. When excess capacity is harnessed by the platform and diverse peers participate, a completely new dynamic is unleashed. In *Peers Inc*, Robin Chase brings her provocative insights to work, business, the economy, and the environment, showing:

- How focusing on excess capacity transforms the economics of what's possible and delivers abundance to all
- How the new collaboration between the Inc and the Peers enables companies to grow more quickly, learn faster, and deliver smarter products and services
- How leveraging the Peers Inc model can address climate change with the necessary speed and scale
- How the Peers Inc model can help legacy companies overcome their shortening life cycle by inviting innovation and evolution
- Why power parity between the Peers and the Inc is a prerequisite for long-term success
- How platforms can be built within the existing financial system or outside of it
- What government can do to enhance economic possibility and protect people working in this new decentralized world

Chase casts a wide net, illuminating the potential of the Peers Inc model to address broader issues such as climate change and income inequality, and proves the impact that this innovative economic force can have on the most pressing issues of our time.

Ascend Your Start-up

Conquer the 5 Disconnects to Accelerate Growth

Made For Success Publishing Ascend Your Start-up: Conquer the 5 Disconnects to Accelerate Growth is an industry-defining panacea for start-ups who have stalled out on their journey to the top of the mountain. Dedicated to her late grandmother, author Helen Yu inhales multiple generations of wisdom and exhales a revolutionary framework for tech founders and CEOs that enables their businesses to scale faster and fearlessly. From Yu's 15 years of first-hand experience in tech start-ups, readers will learn the 5 fundamental growth disconnects that trap start-ups in the cliffside, keep them from reaching the summit and touching the sky. Ascend Your Start-up also empowers founders and CEOs to self-reflect and grow, posing a thoughtfully architected set of 26 essential questions you can ask yourself in order to scale your business. Inspiration flows freely through the book's pages as Helen draws parallels between the journey of growing a start-up and her sacred promise made to her grandmother to climb Mt. Everest. You will learn: Industry-specific, highly experienced advice for tech start-ups Fundamental wisdom on the 5 disconnects that prevent a start-up from ascending Turning an idea into a product and moving it to the market Taking a marketed product to scale Inspirational guidance for tech start-ups facing the emotions and challenges of growing Ascend Your Start-up is the profound answer to the question every start-up has asked themselves: "How do we get to the top?"

Two Guys from Verona

A Novel of Suburbia

Grove Press In a glimpse of American life on the brink of the millenium, Will and Joel are two suburban forty-three-year-old men brought together by a high school reunion, an encounter that leads each man to explore the mysteries of sex, love, friendship, and time

Direct From Dell

Strategies that Revolutionized an Industry

Harper Collins At nineteen, Michael Dell started his company as a freshman at the University of Texas with \$1,000 and has since built an industry powerhouse. As Dell journeys through his childhood adventures, ups and downs, and mistakes made along the way, he reflects on invaluable lessons learned. Michael Dell's revolutionary insight has allowed him to persevere against all odds, and Direct from Dell contains valuable information for any business leader. His strategies will show you effective ways to grow your business and will help you save time on costly mistakes by following his direct model for success.

Girls Who Run the World: 31 CEOs Who Mean Business

Delacorte Press The perfect graduation gift for future entrepreneurs! Part biography, part business how-to, and fully empowering, this book shows that you're never too young to dream BIG! With colorful portraits, fun interviews and DIY tips, Girls Who Run the World features the success stories of 31 leading ladies today of companies like Rent the Runway, PopSugar, and Soul Cycle. Girls run biotech companies. Girls run online fashion sites. Girls run environmental enterprises. They are creative. They are inventive. They mean business. Girls run the world. This collection gives girls of all ages the tools they need to follow their passions, turn ideas into reality and break barriers in the business world. INCLUDES: Jenn Hyman, Rent the Runway Sara Blakely, Spanx Emma Mcilroy, Wildfang Katrina Lake, Stitch Fix Natasha Case, Coolhaus Diane Campbell, The Candy Store Kara Goldin, Hint Water Anne Wojcicki, 23andMe Rachel Haurwitz, Caribou Bioscience Nina Tandon, EpiBone Jessica Matthews, Uncharted Power Jane Chen, Embrace Emily Núñez Cavness, Sword & Plough Hannah Lavon, Pals Leslie Blodgett, Bare Escentuals/Bare Minerals Katia Beauchamp, Birchbox Emily Weiss, Glossier Christina Stembel, Farmgirl Flowers Mariam Naficy, Minted Maci Peterson, On Second Thought Stephanie Lampkin, Blendoor Sarah Leary, Nextdoor Amber Venz, RewardStyle Lisa Sugar, Pop Sugar Beatriz Acevedo, MiTu network Julie Rice and Elizabeth Cutler, Soul Cycle Suzy Batiz, Poo-Pourri Tina Sharkey, Brandless Jesse Genet, Lumi Tracy Young, Plan Grid

Invention

A Life

Simon and Schuster Dyson has become a byword for high-performing products, technology, design, and invention. Now, James Dyson, the inventor and entrepreneur who made it all happen, tells his remarkable and inspirational story in Invention: A Life, "one of the year's most relevant and revelatory business books" (The Wall Street Journal). Famously, over a four-year period, James Dyson made 5,127 prototypes of the cyclonic vacuum cleaner that would transform the way houses are cleaned around the world. In devoting all his resources to iteratively setbacks came hard-fought success. His products—including vacuum cleaners, hair dryer and hair stylers, and fans and purifiers—are not only revolutionary technologies, but design classics. This was a legacy of his time studying at the Royal College of Art in the 1960s, when he was inspired by some of the most famous artists, designers, and inventors of the era, as well as his engineering heroes such as Frank Whittle and Alex Issigonis. In Invention: A Life, Dyson reveals how he came to set up his

own company and led it to become one of the most inventive technology companies in the world. It is a compelling and dramatic tale, with many obstacles overcome. Dyson has always looked to the future, even setting up his own university to help provide the next generation of engineers and designers. For, as he says, "everything changes all the time, so experience is of little use." Whether you are someone who has an idea for a better product, an aspiring entrepreneur, whether you appreciate great design or a page-turning read, *Invention: A Life* is an "entertaining and inspiring memoir" (Kirkus Reviews, starred review) that offers motivation, hope, and much more.

Six Paths to Leadership

Lessons from Successful Executives, Politicians, Entrepreneurs, and More

Palgrave Macmillan The paths that leaders walk significantly influence their success, offering differential opportunities and challenges. While conventional wisdom suggests that leadership styles and approaches may be equally effective across all situations, more recent research demonstrates the importance of employing strategies more specifically aligned with the context. This book offers critical insights and strategies, currently missing from the repertoire of leaders and their supporters, for managing across six distinct paths into leadership positions: promoted, hired, elected, appointed, founded, and family legacy. It illustrates lessons drawn from within and across paths, presented through themes, quotes, and stories drawn from interviews with over 60 successful leaders (executives, politicians, entrepreneurs, and more). While it is evident that these paths differ, those who study, hire, mentor, and coach leaders rarely consider the distinctions, nor suggest what may be learned across the paths. The emerging leaders, HR professionals, researchers, and coaches among the book's readers will learn not only from those who have walked one particular path, but also from the experiences of those trekking in other directions. Most leaders will cross from one path to another over the course of their career. Some executives interviewed for the book worked their way up the ladder in one company, only to be recruited to fill a C-suite position in another company. Others were appointed to high-level government positions after stints as elected officials. The authors identify major distinctions when moving across the six paths. By reading this book, leaders and those who support them will develop greater self-awareness about each path so they can better leverage and manage their new challenges and opportunities from the first day in their new leadership position.

Net Positive

How Courageous Companies Thrive by Giving More Than They Take

Harvard Business Press A *Financial Times* Best Business Book of the Year Named one of 10 Best New Management Books for 2022 by *Thinkers50* "An advocate of sustainable capitalism explains how it's done" — *The Economist* "Polman's new book with the sustainable business expert Andrew Winston...argues that it's profitable to do business with the goal of making the world better." — *The New York Times* Named as recommended reading by *Fortune's CEO Daily* "...Polman has been one of the most significant chief executives of his era and that his approach to business and its role in society has been both valuable and path-breaking." — *Financial Times* The ex-Unilever CEO who increased his shareholders' returns by 300% while ensuring the company ranked #1 in the world for sustainability for eleven years running has, for the first time, revealed how to do it. Teaming up with Andrew Winston, one of the world's most authoritative voices on corporate sustainability, Paul Polman shows business leaders how to take on humanity's greatest and most urgent challenges—climate change and inequality—and build a thriving business as a result. In this candid and straight-talking handbook, Polman and Winston reveal the secrets of Unilever's success and pull back the curtain on some of the world's most powerful c-suites. *Net Positive* boldly argues that the companies of the future will profit by fixing the world's problems, not creating them. Together the authors explode our most prevalent corporate myths: from the idea that business' only function is to maximise profits, to the naïve hope that Corporate Social Responsibility will save our species from disaster. These approaches, they argue, are destined for the graveyard. Instead, they show corporate leaders how to make their companies "Net Positive"—thriving by giving back more to the world than they take. *Net Positive* companies unleash innovation, build trust, attract the best people, thrill customers, and secure lasting success, all by helping create stronger, more inclusive societies and a healthier planet. Heal the world first, they argue, and you'll satisfy your investors as a result. With ambitious vision and compelling stories, *Net Positive* will teach you how to find the inner purpose and courage you need to embrace the only business model that will matter in the years ahead. You will learn how to lead others and unlock your company's soul, while setting and delivering big and aggressive goals, and taking responsibility for all of your company's impacts. You'll find out the secrets to partnering with others, including your competition and critics, to drive transformative change from which you will prosper. You'll build a company that serves your people, your customers, your communities, your shareholders—and your children and grandchildren will thank you for it. Is this win-win for business and humanity too good to be true? Don't believe it. The world's smartest CEOs are already taking their companies on the *Net Positive* journey and benefitting as a result. Will you be left behind? Join the movement at netpositive.world

The Leader You Want to Be

Five Essential Principles for Bringing Out Your Best Self-- Every Day

Harvard Business Press You can be the leader you want to be--today and every day. Do you find yourself wishing you had more hours in the day? Do you want to do more, yet feel you just can't add another thing to your plate without being overwhelmed by stress or compromising your health, relationships, and integrity? No doubt, as a leader, there are some days when you feel the flow. You're able to make a difference and achieve big goals. You feel confident and energized. On days like this, you are your best self--the leader you want to be. But on other days, you go down a different, negative path, with pressures and doubts making you feel like a lesser version of yourself. How can you be the leader you want to be, every day? The answer is more than a time-management system or a silver-bullet solution for changing your routines. Leadership expert and coach Amy Jen Su's powerful new book helps readers discover that the answer lies within. By focusing in specific ways on five key leadership elements--Purpose, Process, People, Presence, and Peace--you can increase your time, capacity, energy, and ultimately your impact, with less stress and more equanimity. Drawing on rich and instructive stories of clients, leaders, artists, and athletes, as well as on research by experts, the author brings together the best of both Western management thinking and Eastern philosophy to provide a holistic yet hands-on approach. The Leader You Want to Be is your indispensable guide to tapping into and expanding your leadership capacity so that you can be your best, sustain yourself, and thrive as a leader.

Ideaship

How to Get Ideas Flowing in Your Workplace

Berrett-Koehler Publishers For Foster, the primary job of a leader is to raise people's self-esteem, make it fun to come to work, and in the process help both employee and employer boost productivity. In "Ideaship, " he simply and compellingly describes 39 ways to unleash workers' creativity. 20 illustrations.