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GEORGE STALK
THE BOSTON CONSULTING GROUP

Five Future Strategies You Need Right Now Memo To The Ceo

Peter Fingar



Five Future Strategies You Need Right Now Memo To The CEO:

Cut Costs, Grow Stronger : A Strategic Approach to What to Cut and What to Keep Paul Leinwand, Cesare R. Mainardi, 2009-07-15 For most companies cost cutting in a down economy means across the board slashing that spreads the pain of budget reductions across many departments While that may sound like the best approach for getting critical results fast and for limiting political infighting it is a mistake one that will leave your company weaker not just smaller Instead companies that need to reduce costs should treat the challenge as an opportunity to identify and reinforce their key capabilities while divesting from those activities that do not truly reflect the business s strengths or long term goals This more strategic approach will make your company more resilient as tough times continue and more robust as recovery begins In **Cut Costs Grow Stronger** an e book published as part of the Harvard Business Press Memo to the CEO series Booz Company s Shumeet Banerji Paul Leinwand and Cesare Mainardi provide executives with the tools they need to rapidly implement capabilities driven cost reduction First they demonstrate how to identify and clearly articulate your company s key capabilities not just core competencies or skill sets but those very few strengths that in combination define how your organization competes You can then use this information to create your company s unique blueprint for effective and efficient cost reduction The authors detailed step by step framework walks you through the process which can be completed in as little as two or three months it s something that you can do now This practical guide to capabilities driven cost cutting is the tool executives need to confront the challenge of today s economy while strengthening the foundation for what will set their company apart in the future

Lessons from Private Equity Any Company Can Use Orit Gadiesh, Hugh MacArthur, 2008 Gadiesh and MacArthur use the concise actionable format of a memo to lay out the five disciplines that private equity firms use to attain their edge This could be your opportunity to build the results driven culture that will put your firm on par with private equity

Manage the Media William J. Holstein, 2008-02-28 Today s CEOs are facing a major communications problem they re getting shellacked by the media And this is costing companies more than lost reputations it is costing them lost revenue In **Manage the Media** Don t Let the Media Manage You veteran business reporter William J Holstein explains how you can enhance your company s communications skills strengthen ties to the press and manage media relationships effectively over the long term The incisive insights and practical suggestions in this book will help you take charge of any crisis situation You can learn to repair your company s public image and maintain goodwill with the community Holstein offers you seasoned advice including how to Make sure that your message is always heard Work with coalitions of labor environmental religious and shareholder groups more effectively Put press relations first Establish and maintain positive relationships with the media Manage the explosion of social media Manage the Media Don t Let the Media Manage You is the resource you need now Your reputation and your company s are depending on it From our new Memo to the CEO series solutions focused advice from today s leading practitioners

Strategic Alliances Steve Steinhilber, 2008-11-03 As a top

executive you've almost certainly forged strategic alliances with other companies. Some of these deals have worked but many others have likely failed. In fact, companies worldwide launch more than two thousand strategic alliances every year and more than half never deliver as promised. In *Strategic Alliances*, Steve Steinhilber proves that despite the odds, alliances are critical to the business strategy for companies competing globally: customers want integrated solutions to their problems and that's pushing companies to work together to create differentiated offerings. Equally crucial, well-managed alliances generate important forms of business value, including new products and accelerated growth. Drawing on his experience as the head of Cisco's Strategic Alliances group, Steinhilber has created tools and guidelines that will help you forge alliances that work. He describes the three essential building blocks of successful alliances and explains how to establish the right framework by articulating how an alliance will help you achieve your company's strategic business goals and identifying potential partners. The right organization by staffing your alliance organization with the right people and constantly honing their skills. The right relationships by cultivating trust among the many key internal contacts in your organization and your alliance partners. Engaging and authoritative. *Strategic Alliances* shows you how to manage strategic partnerships more effectively and maximize their value in a complex and changing business environment. From our new Memo to the CEO series solutions focused advice from today's leading practitioners.

Top Talent Sylvia Ann Hewlett, 2009-10-19 During tough economic times it's more vital than ever to hold on to and leverage your top performers. They've got the outsize smarts and dedication your firm needs to survive recession and emerge stronger. Yet in 2009 many employers are failing to support and sustain their best people. Loyalty and trust are out the window. Engagement is through the floor. Flight risk is at an all-time high. In *Top Talent*, a volume in the Memo to the CEO series, Sylvia Ann Hewlett presents new data detailing what has happened to top talent in this brutal down cycle. She then explains how companies can re-engage and re-energize their stars. Drawing from virtual strategy sessions conducted within fourteen corporate giants including GE, Merrill Lynch, and Time Warner, Hewlett presents eight cutting-edge interventions that have emerged as top picks for managers looking to motivate top talent in tough times, including: Show that top leadership cares. Create a no-spin zone characterized by candid, frequent communication. Strengthen camaraderie and model stress-busting behaviors. Provide powerful nonmonetary rewards. Concise and practical, this guide is essential for employers seeking to turbocharge their star performers.

High Performance with High Integrity Ben W. Heineman Jr., 2008-06-03 Our free market capitalist system is the world's greatest driver of prosperity, but it has a dark side. Under intense pressure to make the numbers, executives and employees face temptation to cut corners, fudge accounts, or worse. And in today's unforgiving environment, such lapses can be catastrophic. Fines and settlements have amounted to billions of dollars. Careers and companies have imploded. In *High Performance with High Integrity*, Ben Heineman argues that there is only one way for companies to avoid such failures: CEOs must create a culture of integrity through exemplary leadership, transparency, incentives, and processes, not just rules and penalties. Heineman, GE's chief legal

officer and a member of both Jack Welch's and Jeff Immelt's senior management teams for nearly twenty years reveals crucial performance with integrity principles and practices that you can begin applying immediately and shows how you can drive performance by integrating integrity systems and processes deep into company operations. Such principles and practices also create affirmative benefits inside the corporation in the marketplace and in society. Concise and insightful, this book provides a much needed corporate blueprint for doing well while doing good in the high pressure global economy. From our new Memo to the CEO series solutions focused advice from today's leading practitioners. *Consulting Magazine*, 2008

Climate Change Andrew J. Hoffman, John G. Woody, 2008. Believe or not, climate change is one of the pressing challenges facing the world. Most of all, it is quickly becoming a crucial business issue. But how will you and your company respond? This title gives you a look at how world class thinkers would react to this pressing issue if they were in your shoes. *Business World*, 2008

Five Future Strategies You Need Right Now George Stalk, John Butman, 2008. Renowned strategist consultant and author Stalk delivers his analysis of the issues that business organizations will face in the near future and what employers should be doing now to get ready for those changes. *Strategy & Business*, 2008. **Dot.cloud** Peter Fingar, 2009. In *Dot Cloud: The 21st Century Business Platform*, business strategy expert and former CIO Peter Fingar explains the main ideas of Cloud Computing in lay terms. *The Publishers Weekly*, 2008. *Fortune* Henry R. Luce, 2006

Convene, 2006-07. *Harvard Business School Publishing ... Catalog of New Teaching Materials* Harvard Business School Publishing Corporation, 1996. **Future Survey**, 1988. *Managing the Growing Firm* Lorraine Uhlaner Hendrickson, John Psarouthakis, 1992. *Taxes and Business Strategy* Myron S. Scholes, 2002. For investment banking, corporate finance, strategy consulting, money management or venture capital courses at the graduate level. Students benefit because the book provides a framework for understanding how taxation influences asset prices, equilibrium returns, and the form and content of contractual agreements. The revision features a stronger MBA perspective and emphasis on student learning. This is achieved by integrating the tax law with fundamentals of corporate finance and microeconomics. In addition, the second edition focuses more clearly on the economic consequences of alternative contractual arrangements than on the precise tax laws governing the arrangements. **Harvard Business School ... Catalog of Teaching Materials**, 1998

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