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Ram Charan and Ram Charan on INSIGHT

Day 1 What The Ceo Wants You

What the CEO Wants You to Know is Charan's primer on this point, which he illustrates with explanations filtered through the eyes of street vendors and other small shopkeepers. One, for example, involves a woman in Managua,

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Nicaragua, who sells clothing from a small cart and beats the oppressive interest rates on her loans and the puny profit margins on her goods with a skillfully selected inventory that is quickly and repeatedly turned over.

What the CEO Wants You to Know : How

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advantage of them. And their companies
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What the CEO Wants You to Know takes the mystery out of business and shows the secrets of success used by business legends like Jack Welch of GE. About the Author Ram Charan is the coauthor of the

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Ram Charan is a fantastic book – short, to the point, and with a great formulation of the basic principles of business. My central thesis with this summary is that even a rudimentary understanding of business basics helps you in your career – regardless of what industry you're in, what level you're operating at, and the specific

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role you play in your company.

What The CEO Wants You To Know -
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I was a bit confused by the title, but read it on a recommendation: it is simply what a CEO wants a person working for him, especially a manager, to know about

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business in general and their business in particular: margin, velocity, turnover, ROE/ROI/ROA, and so on, as well as how to fit people to roles and grow social operating mechanisms.

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What a CEO wants you to know is that growth is vital to prosperity. It should be profitable and sustainable. Many often measure growth by a concept called Shareholder Value Added (SVA).

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What the CEO Wants You to Know,
page 131 Most would agree that leaders
must have strong business acumen to lead
and to grow their businesses, especially at
the top. We also know that becoming a
senior leader with that level of capability
and experience doesn't happen
overnight, but that doesn't mean you can't

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What your CEO wants you to know is how these fundamentals of business work--and work together--in your organization. By investing a couple of hours in this book, you will. Once you understand them, there is no limit on where you can go in your organization.

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Building Business Acumen will help
everyone in an organization attain an
understanding of how the organization
makes money. This program is especially
helpful for employees in roles that
typically don't deal daily with the

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Ram Charan captures these insights and explains in clear, simple language how to do what great CEOs do instinctively and persistently: Understand the basic building blocks of a business and use them to figure out how your company makes money and operates as a total business.

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