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is Charan's primer on this point,
which he illustrates with
explanations filtered through the

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eyes of street venders and other small shopkeepers. One, for example, involves a woman in Managua, 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

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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 bestselling Execution and

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Confronting Reality , written with
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Know How and ten other books.

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Know 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

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industry you're in, what level
you're operating at, and the
specific role you play in your
company.

What The CEO Wants You To
Know - Commonplace - The ...

I was a bit confused by the title,

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Ram Charan but read it on a recommendation: it is simply what a CEO wants a person working for him, especially a manager, to know about 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

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Ram Charan social operating
mechanisms.

What the CEO Wants You to Know:
Using Business Acumen to ...
What a CEO wants you to know is
that growth is vital to prosperity.
It should be profitable and

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Ram Charan. Many often measure growth by a concept called Shareholder Value Added (“ SVA ”).

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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 happened overnight, but

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that doesn't mean you can't start today.

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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

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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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