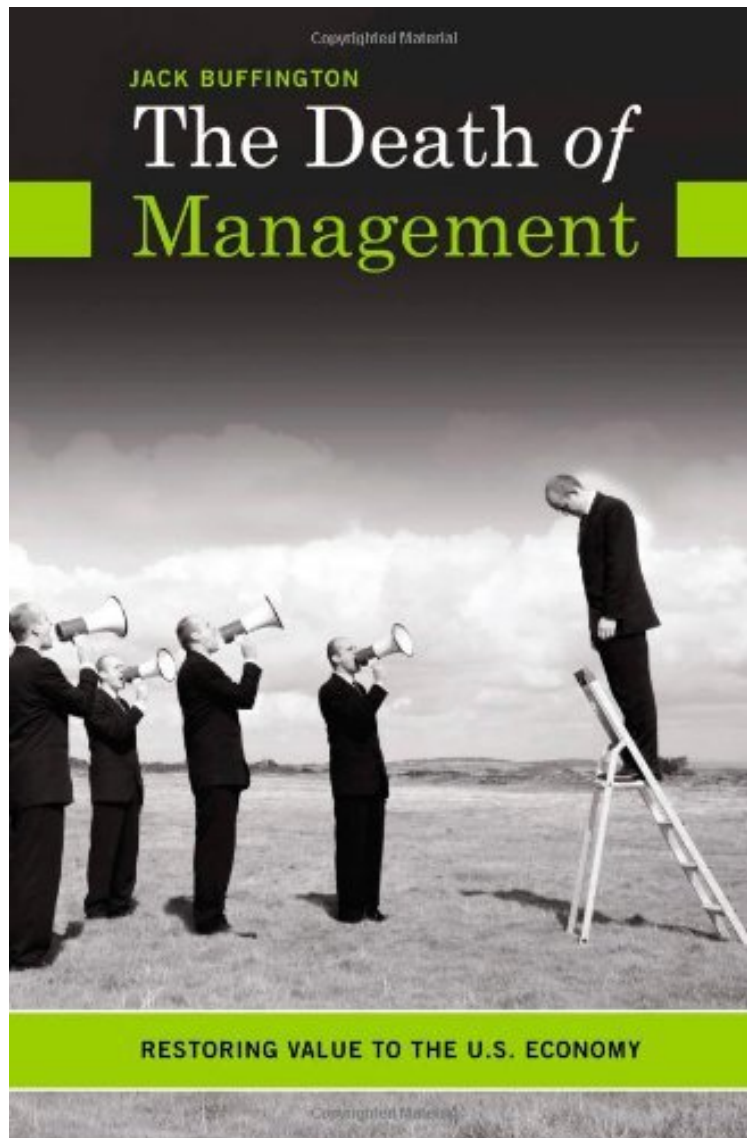


(Ebook pdf) The Death of Management: Restoring Value to the U.S. Economy

# The Death of Management: Restoring Value to the U.S. Economy

*Jack Buffington*

*ebooks / Download PDF / \*ePub / DOC / audiobook*



[Download](#)

[Read Online](#)

#3475958 in eBooks 2009-06-30 2008-12-31 File Name: B00361FT8S | File size: 69.Mb

**Jack Buffington : The Death of Management: Restoring Value to the U.S. Economy** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Death of Management: Restoring Value to the U.S. Economy:

4 of 4 people found the following review helpful. Maybe there is still timeBy Thomas A. SmithThis book tells the dirty little secret of why America business is in such dire straits. Deming warned us exactly what would happen if we kept going down the very path Jack Buffington describes so accurately in this book. Unfortunately there are only a few American managers with the knowledge and courage required to resist Neo-Taylorism advocated by the financial types that run companies into the ground while filling their own pockets. Buffington is one of the few managers left

that understands that Deming was creating a new theory and philosophy of management to supplant the command and control and numbers games being played by financial people. They learned how to make the numbers look good for Wall Street but could care less about what they were doing to the company. The managers left in today's aftermath know nothing about how to run a business to create value and satisfy customers. Although I found Jack Buffington's writing style maybe a little too academic the story he tells is just too compelling to ignore. He got it right and the rest of American managers are wrong. Not a comfortable spot to be in, it's about the same as a person on a sinking ship that knows how to save everyone yet no one will listen to his solution. This book should be required reading for every single manager and business student in the U.S. and they should then sign a manifesto to practice what Buffington recommends. (They should also read everything they can about Dr. Deming and his business theory/philosophy.) Our only hope is to get this movement going as quickly as possible or we will continue to pay the consequences of the really bad management choices we have been making for the last fifty years. Perhaps Buffington is the new Guru of modern management theory. At the very least he is one very smart dude!

1 of 3 people found the following review helpful. UNLESS YOU HAVE FAITH THAT THE SEVENTEEN RICHES PEOPLE IN THE UNITED STATES WILL RESTORE IT. By Bernard A. Sznajder

Jack Buffington has a perspective of where we've been (history of Management) and where we're going (future of Management) in the world of Manufacturing vs the world of Financial Services. For they are competing with each other, rather than supporting each other. Thus, creating the Great Financial Bubble that finally burst, and left many lives (the Middle Class) shattered. And why I, a novice, am the first to write a review about this book, when there are so many great minds out there, that apparently haven't given it a sniff. Could it be that mainly, in their sphere of influence, it's about them, and they are too embarrassed to comment? Ralph Nader has a book out that seems to say, our only hope is that we need the Seventeen Riches People in the U.S. to come to our rescue, if we are going to survive this economic disaster. He rightfully chooses Warren Buffett to be at the top of the list. Warren Buffett chose companies, to invest in, that had a good management structure, and left them to run their businesses. Good Thinking Warren! Who would have thought that? Well not the Guru's that everyone praises in the Business News Media, less not to mention, the unbridled financial market that Government is suppose to reign in, when it goes bonkers. It's good that we have at least one Jack Buffington to speak his mind on the issue in this day and age, when the likes of Taylor, Drucker and Deming aren't there to lead us any more. Good Job Jack, no not that Jack! Jack Buffington!

Management as we know it has been the driver of business growth in U.S. economies for a couple of centuries. Yet the practice of management is no longer focused on creating real value. Instead, it is now all about using sophisticated financial techniques—and practices like outsourcing and downsizing, among others—to improve profitability. Such addition through subtraction results in higher profits in the short term but puts the corporation and its employees at risk in the long term—not to mention the entire U.S. economy. Innovation and productivity improvement, corporate manager Jack Buffington argues, are lost arts in American business. So is getting back to basics the answer?

Buffington's provocative thesis: Management as we know it probably can't be repaired. It must be replaced. Asian economies, meanwhile, are growing by leaps and bounds thanks in part to short-term, ill-advised decisions made by U.S. managers. Local companies and divisions of multinational organizations in emerging countries are on track to eventually overtake those of the West, putting our job base and prosperity at peril. If we want to bring manufacturing jobs back here to the U.S., corporate managers must seek productivity and innovation improvements in U.S. operations. Jack Buffington knows all too well how quickly things can go downhill for U.S. businesses. Turned into a relentless cost-cutter by the forces of globalization and Wall Street's expectations for short-term gains, like thousands of other U.S. executives, he has watched some of the companies he's worked for disappear for want of real value. Whereas America once prized managers who displayed skill in optimizing the interplay of capital, labor, and technology to grow a company, today's professional manager is rewarded more often for being a cost cutter than an innovator. Fortunately, this book not only outlines the problem, it outlines the solution as well by establishing a 21st-century definition of management that will succeed in today's global economy. Rather than angling to produce a penny more of earnings per share to please the financiers, corporate managers will see once again how to use their ingenuity to produce products, services, and business processes that not only provide generous profits but sustain a business—and its jobs—for years to come. By heeding Buffington's call, the U.S. can rekindle its zeal for innovation, leading to an era in which consumers, workers, investors, and managers all prosper.

"Buffington has held leadership positions in a number of large corporations (including his current job as director of operations for MillerCoors), and he criticizes the business trend of rewarding company executives for being cost-cutters rather than true innovators. Written for fellow business leaders, this book compares 'short-sighted, counterproductive objectives' such as outsourcing and downsizing with more globalized approaches that must be adopted in order to grow businesses as well as global economies. The author also analyzes the impact that both China and Alan Greenspan's policies have had upon worker-manager relationships and overall productivity in the business world." - Reference Research Book News

"This interesting, important, thoughtful book is an excellent contribution to

the management literature. . . . This clearly written book includes solutions, examples, figures, and an excellent bibliography. Summing Up: Highly recommended. Business collections at all levels." - Choice

About the Author Jack Buffington is the director of operations for the MillerCoors Brewing Company. His published works include Praeger's *An Easy Out: Corporate America's Addiction to Outsourcing*.