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# Think Big, Act Small: How America's Best Performing Companies Keep the Start-up Spirit Alive

Jason Jennings

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**Jason Jennings : Think Big, Act Small: How America's Best Performing Companies Keep the Start-up Spirit Alive** before purchasing it in order to gage whether or not it would be worth my time, and all praised Think Big, Act Small: How America's Best Performing Companies Keep the Start-up Spirit Alive:

1 of 1 people found the following review helpful. Great for CEOs/C-level leaders - helpful for others to "find" a great

companyBy CameronsThis book is mainly designed for CEOs or at least someone with a major leadership role within a company. Under that guise it is fantastic. Jennings and his research team had objective criteria (provided in the last couple dozen pages of the book) for selecting long-term successful companies and being persistent enough to have interviews with the leaders of each. The handful of companies selected all shared double digit growth over more than a decade - including the 2008 downturn.If you aren't running a company or are at the C-level; then the book doesn't seem geared for you - yet the takeaway is finding a company you'd want to work for - that allows you to grow.Some key findings:- Really listen to the customer; do all you can to meet their needs - provide solutions to them- Openly share information and ideas within the company - both to associates and stakeholders- Focus on quality vs growth (growth usually follows)- Try things; if they don't work - fix 'em; if they can't easily be fixed; cut your losses and move on- Principles over rules- Think like the owner- Adapt to change regularly- Make lots of small bets; trying new things- Play your own game; decide where you want to complete- Engender a higher cause0 of 0 people found the following review helpful. The answer to business success is in the title!By johnjhoganThe answer to business success is in the title!I have found that a great deal of research does not contribute to the improvement of process or people, but tends to be credited towards tenure or supporting a position already espoused by an organization. The information shared in this book offers a wonderful option to research, in that it provides real world solutions to real world problems.The Jennings research analyzed more than 100,000 companies to find the characteristics of success that may elude many of us. The group discovered practical approaches to achieving consistency in performance, revenues, team work and results. There are specific action steps that can be evaluated and replicated, which is what I consider the purpose of research.I had the opportunity to hear a portion of a Jennings keynote once - he is dynamic and interesting.Dr. John Hogan CHA CHE CMHSHoganHospitalityHospitalityEducators0 of 0 people found the following review helpful. A very good story that will have you cheering for Noah and his teamBy C. DixonDavid Archer expertly laid the foundation for the Noah Wolf series with his prequel - The Way of the Wolf - and with Camelot we really get to see Noah in action for the first time. A compelling story that is hard to put down.

Is it possible for a company to grow its revenues and profits by 10 percent or more for at least ten consecutive years, not counting acquisitions? That's an incredibly high bar for growth and profitability, one that 99.99 percent of American companies can't meet—including the famous ones that routinely land on magazine covers. Management expert Jason Jennings screened 100,000 companies to identify nine little-known firms that have delivered stellar performance for a full decade or more, despite the ups and downs of the economy. And, as he reveals in his new book, these superstars have a lot in common despite their wide range of industries, which includes software, food services, medical supplies, and sporting goods. It turns out that the best long-term performers all combine the strengths of a big organization with the hunger of a start-up. They build excellent relationships with their customers, suppliers, workers, and shareholders. They groom future leaders at all levels. They balance their short-term goals with their long-term visions. And they teach their managers to get their hands dirty. Jennings did extensive interviews at his nine featured companies to find out exactly how they consistently increase revenue and profits without using manipulation or gimmickry. He reveals their unique approach to leadership and shows how any company, no matter what size or industry, can benefit from following their examples. Think Big, Act Small may be the most powerful management book since Good to Great and Execution. From the Hardcover edition.