

MASTERS OF THE UNIVERSE

DANIEL J. KADLEC

INTRODUCTION BY
H. WAYNE HUIZENGA

WINNING STRATEGIES OF
AMERICA'S GREATEST
DEAL MAKERS



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Masters Of The Universe Winning Strategies Of Americas Greatest Deal Makers

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Masters Of The Universe Winning Strategies Of Americas Greatest Deal Makers:

Masters of the Universe Daniel J. Kadlec, 1999-04-21 The names are legendary Sandy Weill Sumner Redstone Carl Icahn Hugh McColl The stories are as fresh as today's headlines Citicorp and Travelers Group NationsBank and BankAmerica Cendant Here for the first time you can meet the men and the minds that have ignited the greatest decade of deal making in the history of business In the 1980s Tom Wolfe coined the term masters of the universe for Wall Street's elite Then deal makers were pioneering the leveraged buyouts and corporate raiding techniques of that colorful era Times have changed tactics have changed But today merger and acquisition activity goes on at a rate far greater than anything seen in the eighties To date the nineties have produced an incredible 8 trillion in mergers and acquisitions worldwide compared to only 2 4 trillion in the so called decade of greed Wolfe's phrase is even more apt today for the deal makers you are about to meet in this book These are strong smart visionary men of business who see what others do not who act as others cannot who have the will the drive the ambition to make their deals and drive their companies to heights that the rest of us can only envy and learn from Nine of today's most powerful masters of the universe are profiled in these pages by Time magazine's Wall Street columnist Daniel J Kadlec Each of these top guns sat for extensive interviews as Kadlec quizzed them about their greatest deal and the strategies they used to pull it off the critical elements they saw that made the deal worth doing and ultimately how they got the deal done The result is a penetrating incisive portrait of business as it is done at the highest level with fascinating insights and lessons for each of us Inside you'll meet Hugh McColl with his gripping tale of buying BankAmerica Sandy Weill on how he pulled off the Citicorp Travelers merger Stephen Bollenbach on the rocky road to breaking up Marriott Corp Carl Icahn with the inside story of his showdown with Texaco Gary Wilson on buying Northwest Airlines Ted Forstmann as he recounts surviving and then thriving with Gulfstream Joe Rice on his signature deal carving Lexmark out of IBM Henry Silverman as he relates his groundbreaking purchase of Avis Sumner Redstone with his farsighted deal for Viacom Superbly written always engrossing and filled with the drama of great events and sensational deeds Masters of the Universe will open your eyes to the brave new world of deal makers and deal making And Here's a Sample of What the Masters Themselves Reveal About Their Deal Making Strategies Stay in one room Lock all the doors Don't eat Don't drink Don't go to the bathroom until you've got a deal Hugh McColl Any number of wonderful deal guys will tell you how important price is when you're buying a company But I will guarantee you that it's not that important You buy the wrong business at 25 percent less than you should pay for it and you take a little longer to go broke You buy the right business at 25 percent more than you should pay and you make five times your money instead of six Ted Forstmann United States Entrepreneurs and the Companies They Built Wahib Nasrallah, 2003-08-30 This pioneering work provides an index to over 1 700 biographies of prominent U S entrepreneurs innovators and company executives published in over 120 biographical collected works which are identified examined and indexed here These collected works cover a span of over 100 years and include men and women

who shaped the history of American enterprise In the past collected works such as these have never been indexed but finally this book makes the biographies accessible to the general public Wahib Nasrallah has created the only book available today that indexes these stories of corporate success as they are documented in collected works of biography A large number of executive biographies are published in collected works that are rich with stories of American enterprise male and female entrepreneurs of many ethnic backgrounds Since these stories have never been indexed before United States Entrepreneurs and the Companies They Built An Index to Biographies and Collected Works is a central research tool in both academic and corporate worlds

3-d Negotiation David A. Lax, James K. Sebenius, 2006-08-24 When discussing being stuck in a win win vs win lose debate most negotiation books focus on face to face tactics Yet table tactics are only the first dimension of David A Lax and James K Sebenius pathbreaking 3 D Negotiation TM approach developed from their decades of doing deals and analyzing great dealmakers Moves in their second dimension deal design systematically unlock economic and noneconomic value by creatively structuring agreements But what sets the 3 D approach apart is its third dimension setup Before showing up at a bargaining session 3 D Negotiators ensure that the right parties have been approached in the right sequence to address the right interests under the right expectations and facing the right consequences of walking away if there is no deal This new arsenal of moves away from the table often has the greatest impact on the negotiated outcome Packed with practical steps and cases 3 D Negotiation demonstrates how superior setup moves plus insightful deal designs can enable you to reach remarkable agreements at the table unattainable by standard tactics

The Power Years Ken Dychtwald, Daniel J. Kadlec, 2008-04-21 Do you want to stop worrying about money and start having more fun Do you wish you had more time to spend with family and friends Do you want to live the life you always envisioned Then it s time for your Power Years The Power Years is your step by step guide to repowerment and personal reinvention after forty

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American Inventors, Entrepreneurs, and Business Visionaries Charles W. Carey, 2014-05-14 This A to Z biographical dictionary contains 260 entries on important Americans from colonial times to the present Each entry begins with a short description of the person s importance then the entry provides the person s birth date and information and proceeds chronologically through his her life Suggestions for further reading follow each entry There is a topical introduction to the book a bibliography at the end of the book two subject indexes and a general index

Intelligent M&A Scott Moeller, Chris Brady, 2011-01-19 Most mergers and acquisitions fail to deliver their expected outcomes yet they remain essential for growing world class companies It follows that those handling M As must draw on all the tools at their disposal to improve their chances of success Applying the techniques of business

intelligence can help managers to beat the odds Intelligent M A looks at the full process of a merger or acquisition from start to finish and identifies areas where business intelligence can improve the odds of a favourable outcome Using techniques developed by governmental intelligence services and a wide range of case studies quotations and anecdotes the expert authors show how to build success into every phase of the deal *Structured Finance* Charles-Henri Larreur,2021-02-25 Comprehensive coverage of all major structured finance transactions Structured Finance is a comprehensive introduction to non recourse financing techniques and asset based lending It provides a detailed overview of leveraged buyouts project finance asset finance and securitisation Through thirteen case studies and more than 500 examples of companies the book offers an in depth analysis of the topic It also provides a historical perspective of these structures revealing how and why they were initially created Instruments within each type of transaction are examined in detail including Credit Default Swaps and Credit Linked Notes A presentation of the Basel Accords offers the necessary background to understand the regulatory context in which these financings operate With this book readers will be able to Delve into the main structured finance techniques to understand their components mechanisms and how they compare Understand how structured finance came to be and why it continues to be successful in the modern markets Learn the characteristics of financial instruments found in various structured transactions Explore the global context of structured finance including the regulatory framework under which it operates Structured Finance provides foundational knowledge and global perspective to facilitate a comprehensive understanding of this critical aspect of modern finance It is a must read for undergraduate and MBA students and finance professionals alike *Bottom Line, Personal* ,2000 The Library Journal ,1999 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Also issued separately **The British National Bibliography** Arthur James Wells,2001 **Library Journal** ,1999-04 **American Book Publishing Record** ,1999 *Time* ,1999 The Publishers Weekly ,1999 Forthcoming Books Rose Army,1999-04 **Bulletin of the Atomic Scientists** ,1979-03 *Popular Science* ,1909-11 Popular Science gives our readers the information and tools to improve their technology and their world The core belief that Popular Science and our readers share The future is going to be better and science and technology are the driving forces that will help make it better **Bulletin of the Atomic Scientists** ,1983-06 *Indianapolis Monthly* ,2001-12 Indianapolis Monthly is the Circle City s essential chronicle and guide an indispensable authority on what s new and what s news Through coverage of politics crime dining style business sports and arts and entertainment each issue offers compelling narrative stories and lively urbane coverage of Indy s cultural landscape

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