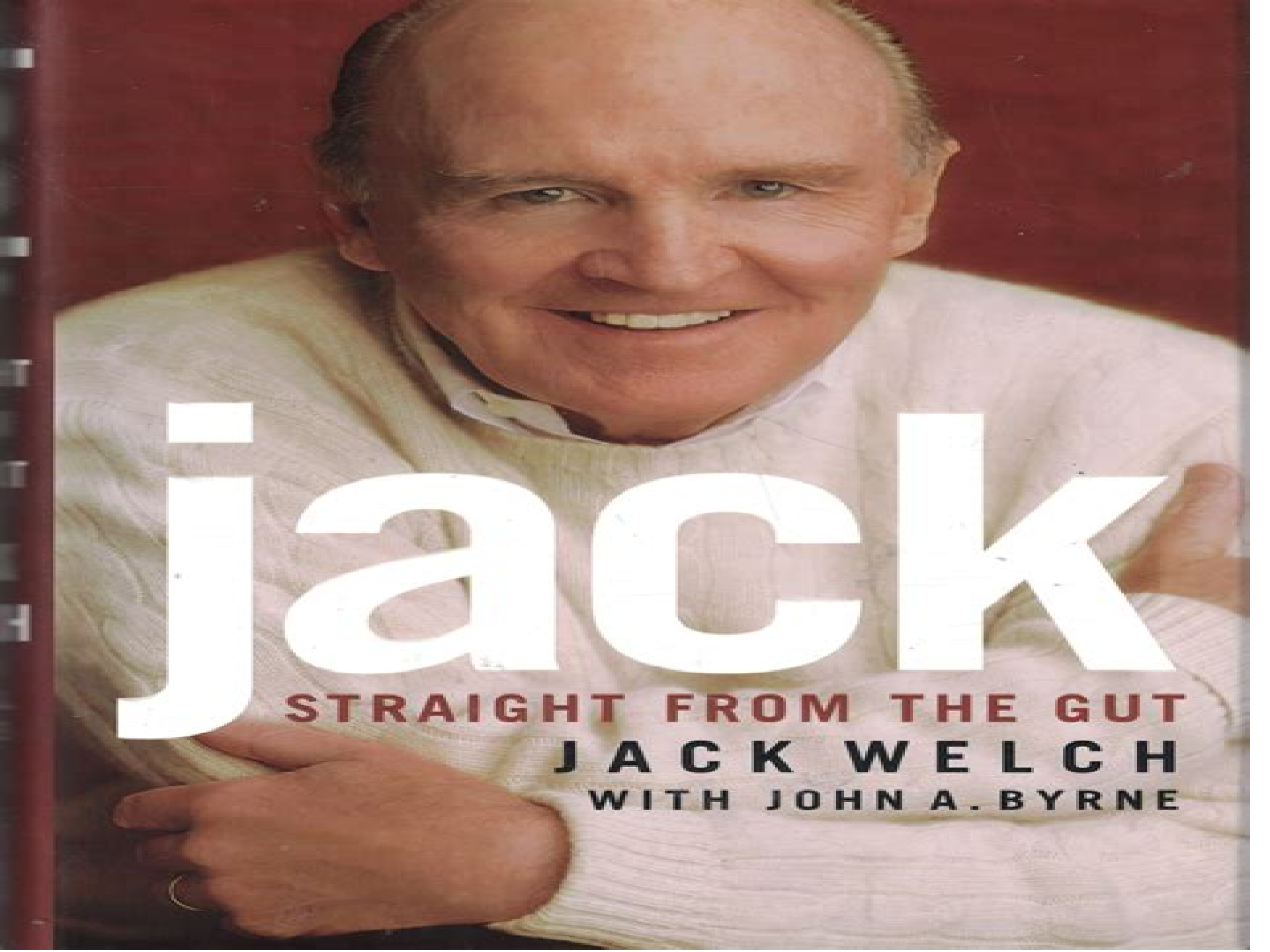




jack

STRAIGHT FROM THE GUT

JACK WELCH

WITH JOHN A. BYRNE

Jack Straight From The Gut

David Gelles



Jack Straight From The Gut:

Jack Jack Welch, John A. Byrne, 2024-09-24 America's most widely respected CEO reflects on his brilliant career at General Electric and reveals his business philosophy and unique managerial style 1 New York Times and Wall Street Journal Bestseller Jack is the Tiger Woods of management Warren Buffett Chairman Berkshire Hathaway They called him Neutron Jack They called him the world's toughest boss And then Fortune called him The Manager of the Century In his twenty year career at the helm of General Electric Jack Welch defied conventional wisdom and turned an aging behemoth of a corporation into a lean mean engine of growth and corporate innovation In this remarkable autobiography a classic business book and runaway bestseller now updated with a new afterword by the author Jack Welch takes us on the rough and tumble ride that has been his remarkable life From his working class childhood to his early days in G E Plastics to his life at the top of the world's most successful company Welch tells his intensely personal story with his well known fire and candor And although it chronicles billion dollar deals and high stakes corporate standoffs JACK is ultimately a story about people from a man who based his career on demanding only the best from others and from himself Mr Welch displays the incredible force of personality for which he is deservedly famous JACK illustrates the single minded awesome determination of Jack Welch New York Times JACK is about something so rarely encountered in American life today That something is called getting it right Getting it really right The point of this book is to help us understand how Jack Welch got it done Financial Observer This is a valuable pungently written business book by a man who lights up every room he enters Businessweek Jack Jack Welch, John A. Byrne, 2003 Jack Welch was perhaps the greatest corporate leader of the 20th century When he first became CEO of General Electric in 1981 the company was worth 12 billion Twenty years later it is worth a total of 280 billion But Welch was more than just the leader of the most successful business in the world He revolutionised GE's entire corporate culture with his distinctive highly personal management style the individual appreciation of each of his 500 managers the commitment to an informal but driven work style and the encouragement of candour were all part of the Welch approach Following John Harvey Jones's Making it Happen and Troubleshooter Jack has already become the businessman's bible for the 21st century an inspiration for a new generation of corporate players Jack Jack Welch, John A. Byrne, 2001-12-30 As CEO of General Electric for the past twenty years Jack Welch has built its market cap by over 500 billion and established himself as the most admired business leader in the world His championing of initiatives like Six Sigma quality globalization and e business have helped define the modern corporation At the same time he's a gutsy boss who has forged a unique philosophy and an operating system that relies on a boundaryless sharing of ideas an intense focus on people and an informal give and take style that makes bureaucracy the enemy In anecdotal detail and with self effacing humor Jack Welch gives us the people most notably his Irish mother who shaped his life and the big hits and the big misses that characterized his career Starting at GE in 1960 as an engineer earning 10 500 Jack learned the need for getting out of the pile when his first raise

was the same as everyone else's. He stayed out of the corporate bureaucracy while running a 2 billion collection of GE businesses in a sweater and blue jeans out of a Hilton in Pittsfield Mass. After avoiding GE's Fairfield Connecticut headquarters for years, Jack was eventually summoned by then Chairman Reg Jones who was planning his succession. There ensued one of the most painful parts of his career: Jack's dark horse struggle filled with political tension to make it to the CEO's chair. A hug from Reg confirmed Jack was the new boss and started the GE transformation. Welch walks us through the Neutron Jack years when GE's employment fell by more than 100,000 as part of a strategy to fix, sell or close each business and how he used the purchase of RCA to provide a foundation for the company's future earnings. There were mistakes too and Jack confronts them openly. In *Too Full of Myself* he describes one of the biggest blunders: the purchase of Kidder Peabody which ran counter to GE's culture. The riveting story of his last year: the elaborate process of selecting a successor and the attempt to buy Honeywell is also told in compelling detail. This book is laced with refreshing interludes such as *A Short Reflection on Golf* that capture Jack's competitiveness and the importance of friendship in his life. *Jack Straight from the Gut* is both a business classic and a deeply personal journey filled with passion and a sheer lust for life.

Summary: Jack: Straight from the Gut BusinessNews Publishing, 2016-09-09. The must-read summary of Jack Welch and John Byrne's book *Jack Straight from the Gut: The Autobiography*. This complete summary of the ideas from Jack Welch and John Byrne's book *Jack* shows that Jack Welch joined General Electric in 1960. From 1981 to 2001 he served as chairman and CEO of the company. In his book he takes the reader through his enormously successful career, identifying his successes, his philosophy for leading a company and how to deal with the roadblocks. Welch was always openly ambitious; after only four years in the company he lobbied to take on a 10 million budget. At 32 he was the company's youngest general manager; in that role he became known for encouraging debate and not tolerating protocol. When he became CEO he began to build a philosophy that the company had previously been lacking: every aspect of the business that wasn't fulfilling its potential must be fixed, sold or closed. Welch sees this time as him throwing hand grenades trying to blow up traditions that were holding the company back. He also put into place a radical HR system that put employees into category A, B or C. A showed potential leadership, B was people who got the job done and C was for procrastinators. Added value of this summary: Save time. Understand key concepts. Increase your business knowledge. To learn more, read *Jack Straight From the Gut* and discover an utterly engrossing insight into a man with vision, passion and practical know-how.

Summary: Jack: Straight from the Gut BusinessNews Publishing, 2013-02-15. The must-read summary of Jack Welch and John Byrne's book *Jack Straight from the Gut: The Autobiography*. This complete summary of the ideas from Jack Welch and John Byrne's book *Jack* shows that Jack Welch joined General Electric in 1960. From 1981 to 2001 he served as chairman and CEO of the company. In his book he takes the reader through his enormously successful career, identifying his successes, his philosophy for leading a company and how to deal with the roadblocks. Welch was always openly ambitious; after only four years in the company he lobbied to take on a 10

million budget At 32 he was the company s youngest general manager in that role he became known for encouraging debate and not tolerating protocol When he became CEO he began to build a philosophy that the company had previously been lacking every aspect of the business that wasn t fulfilling its potential must be fixed sold or closed Welch sees this time as him throwing hand grenades trying to blow up traditions that were holding the company back He also put into place a radical HR system that put employees into category A B or C A showed potential leadership B was people who got the job done and C was for procrastinators Added value of this summary Save time Understand key concepts Increase your business knowledge To learn more read Jack Straight From the Gut and discover an utterly engrossing insight into a man with vision passion and practical know how JACK JACK. WELCH,2001 **Jack** ,2010 **CIO** ,2002-05-15 Jack Jack Welch,2002 Jack Jack Welch (1935-, author),2003 Jack ,2002 *The Man Who Broke Capitalism* David Gelles,2022-05-31 New York Times Bestseller New York Times reporter and Corner Office columnist David Gelles reveals legendary GE CEO Jack Welch to be the root of all that s wrong with capitalism today and offers advice on how we might right those wrongs In 1981 Jack Welch took over General Electric and quickly rose to fame as the first celebrity CEO He golfed with presidents mingled with movie stars and was idolized for growing GE into the most valuable company in the world But Welch s achievements didn t stem from some greater intelligence or business prowess Rather they were the result of a sustained effort to push GE s stock price ever higher often at the expense of workers consumers and innovation In this captivating revelatory book David Gelles argues that Welch single handedly ushered in a new cutthroat era of American capitalism that continues to this day Gelles chronicles Welch s campaign to vaporize hundreds of thousands of jobs in a bid to boost profits eviscerating the country s manufacturing base and destabilizing the middle class Welch s obsession with downsizing he eliminated 10% of employees every year fundamentally altered GE and inspired generations of imitators who have employed his strategies at other companies around the globe In his day Welch was corporate America s leading proponent of mergers and acquisitions using deals to gobble up competitors and giving rise to an economy that is more concentrated and less dynamic And Welch pioneered the dark arts of financialization transforming GE from an admired industrial manufacturer into what was effectively an unregulated bank The finance business was hugely profitable in the short term and helped Welch keep GE s stock price ticking up But ultimately financialization undermined GE and dozens of other Fortune 500 companies Gelles shows how Welch s celebrated emphasis on increasing shareholder value by any means necessary layoffs outsourcing offshoring acquisitions and buybacks to name but a few tactics became the norm in American business generally He demonstrates how that approach has led to the greatest socioeconomic inequality since the Great Depression and harmed many of the very companies that have embraced it And he shows how a generation of Welch acolytes radically transformed companies like Boeing Home Depot Kraft Heinz and more Finally Gelles chronicles the change that is now afoot in corporate America highlighting companies and leaders who have abandoned Welchism and are proving that it is still possible to excel in

the business world without destroying livelihoods gutting communities and spurning regulation *Jack Welch* Jack Byrne John a,2014-07-02 The CEO of General Electric looks back on his distinguished career with the corporation and shares his personal philosophy of business and innovative managerial style Jack Welch Speaks Janet Lowe,2008-01-28 Jack Welch turned General Electric around making it a healthy global giant of 12 businesses This book of excerpts from his speeches and writing distills the essence of his wisdom and shows how his ideas worked for General Electric **The Superstar Syndrome** Myra S White,2013-08-22 Hidden in each of us is a superstar waiting to come to life Often we struggle to find this not because we lack talent desire or ability but because we don't know the right steps to take Frequently we surrender to a sea of negative emotions and self doubts right at the very beginning or give up after a few setbacks Dr Myra S White and Sanjay Jha provide a comprehensive nine step roadmap to help you succeed in the workplace and other areas of your lives The Superstar Syndrome is the ultimate success bible based on the lives of over 80 well known people like N R Narayana Murthy M S Dhoni Steve Jobs Jack Welch Warren Buffet and Ratan Tata who transformed themselves from ordinary people into exceptional achievers It covers all aspects of what you need to know and do to successfully make the journey to superstardom how to identify and manage your special talents build power influence and deliver A level performances and illustrates each step with examples from the lives of the well known superstars that were studied It makes you believe that the finish line is not just within your reach but opens up dreams and possibilities beyond **What Made jack welch JACK WELCH** Stephen H. Baum,Dave Conti,2007-08-21 Surprisingly it's not about education or pedigree or even native smarts Most of us are like jack welch who started life as a lowcase guy the son of a railroad conductor but went on to become the most celebrated and successful executive of recent years Sure Jack Welch and lots of other people like him are smart and talented but there are countless people even smarter and more talented who stall out on the way up Something else is going on What is it and what can the rest of us learn from such people to improve our own chances of accomplishment Stephen Baum uncovers not only the business secrets of prominent CEOs but their inner stories as well He ferrets out the real men and women behind the public personas learning about life shaping experiences they all have in common that turn out to be the foundation for true success in career and in life Baum has gotten them to recall key moments that they hadn't thought about for years as well as the fears emotions and learning they've experienced during moments of challenge and doubt These seminal events are archetypal shaping experiences critical and often unexpected learning moments when future leaders take advantage of challenges thrown in their path When you take calculated personal risks without the safety net of specific instructions on how to proceed When you are clueless about how to solve a knotty problem but dive in and prepare yourself to work through it When you learn to swim in water over your head make the tough choice get good on your feet or are forced to take a hard look in the mirror These character building moments engender an inner core of toughness and confidence that is the real key to leadership in any business or endeavor they are what made jack welch JACK WELCH

Stephen Baum provides an entirely new way of thinking about how to fulfill your dreams and aspirations You ll come away with the feeling that if they can do it so can I and that is the first step on the journey to becoming extraordinary awakening the JACK WELCH that lives in each of us just waiting to take us further than anyone could have predicted **Top Inspiring Thoughts of Jack Welch** M.D. Sharma,2021-01-01 John Francis Jack Welch Jr American businessman and chemical engineer head of General Electric between 1981 and 2001 He is considered one of the most important entrepreneurs of the second half of the world twentieth century He came to General Electric in 1960 and 1981 he became the company s youngest president Under his leadership GE experienced its golden age He was known as Neutron Jack due to the number of mass layoffs he made during those In 1999 he received the Executive of the Century award from Fortune Magazine John Francis Jack Welch Jr American businessman and chemical engineer head of General Electric between 1981 and 2001 He is considered one of the most important entrepreneurs of the second half of the world twentieth century He came to General Electric in 1960 and 1981 he became the company s youngest president Under his leadership GE experienced its golden age He was known as Neutron Jack due to the number of mass layoffs he made during those In 1999 he received the Executive of the Century award from Fortune Magazine Top Inspiring Thoughts of Jack Welch by M D Sharma Top Inspiring Thoughts of Jack Welch compiles inspirational quotes and thoughts from Jack Welch the former CEO of General Electric M D Sharma presents a collection of Welch s insights on leadership management and corporate success Key Aspects of the Book Top Inspiring Thoughts of Jack Welch Leadership Lessons M D Sharma gathers Jack Welch s thoughts on effective leadership decision making and driving organizational change Corporate Excellence The book showcases Welch s perspectives on achieving excellence in business fostering innovation and maintaining a competitive edge Management Wisdom Readers can draw inspiration from Jack Welch s management principles and strategies M D Sharma is an author known for his work in compiling inspirational thoughts and quotes from influential business leaders In Top Inspiring Thoughts of Jack Welch he presents readers with a collection of Welch s wisdom on leadership and success **The Marketing You Never Knew** Willem Burgers,2005 Written by a marketing and strategy teacher this book proves there is tremendous room for improvement in marketing for any company The practical eye opening and immediately useful information will affirm that you dont know as much as you think you know to maximize your marketing success **Topgrading (revised PHP edition)** Bradford D. Smart Ph.D.,2005-04-07 Great companies don t just depend on strategies they depend on people The more great people on your team the more successful your organization will be But that s easier said than done Statistically half of all employment decisions result in a mishire The wrong person winds up in the wrong job But companies that have followed Bradford Smart s advice in Topgrading have boosted their successful hiring rate to 90 percent or better giving them an unbeatable competitive advantage Now Smart has fully revised his 1999 management classic to reintroduce the topgrading concept which works for companies large and small in any industry The author spells out his practical approach to finding

and managing A level talent as well as coaching B players to turn them into A players He provides intriguing case studies drawn from more than four thousand in depth interviews As Smart writes in his introduction All organizations all businesses live or die mostly on their talent and any manager who fails to topgrade is nuts or a C player Those who way deep down would sooner see an organization die than nudge an incompetent person out of a job should not read this book Topgrading is for A players and all those aspiring to be A players On the web <http://www.topgrading.com> *Better Boardrooms* Patricia Meredith, 2020-10-01 Disruptive change has clearly intensified in today's fast paced business world Why are boards of directors so ineffective in dealing with the threats inherent in every corporate governance system In *Better Boardrooms* Donner Prize winning author Patricia Meredith zeroes in on how boards can help manage uncertainty Meredith outlines the specific corporate strategies that should be implemented in order to reduce the tremendous waste of resources financial human intellectual social and environmental that occurs when companies fail to respond effectively to forces that are so obviously surrounding them To regain the reputation of boards as vibrant enablers of economic growth *Better Boardrooms* proposes that a broad cross section including policy makers and regulators customers suppliers bankers and investors work together to create a system better suited to the business obstacles of the twenty first century Discussing how the current corporate system is flawed and in desperate need of a digitally focused restructuring *Better Boardrooms* proposes a new model of governance one based on dialogue and collaboration that ensures all relevant voices are heard and included As boundaries between industries blur and stakeholders gain greater access to information it is vital that boards of directors help set corporate strategy rather than simply approve it

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