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Value: The Four Cornerstones of Corporate Finance by ... Value: The Four Cornerstones of Corporate Finance McKinsey & Company Inc. , Tim Koller , Richard Dobbs , Bill Huyett ISBN: 978-0-470-42460-5 November 2010 272 Pages

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16: Investor Communications - Value: The Four Cornerstones ... THE FOUR CORNERSTONES 5 the most value. But for businesses with low returns, improvements in ROIC provide the most value. The second cornerstone of finance is a corollary of the first: Value is created for shareholders when companies generate higher cash flows, not by rearranging investors ' claims on those cash flows. We call this the conserva-

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An accessible guide to the essential issues of corporate finance While you can find numerous books focused on the topic of corporate finance, few offer the type of information managers need to help them make important decisions day in and day out. Value explores the core of corporate finance without getting bogged down in numbers and is intended to give managers an accessible guide to both the foundations and applications of corporate finance. Filled with in-depth insights from experts at McKinsey & Company, this reliable resource takes a much more qualitative approach to what the authors consider a lost art. Discusses the four foundational principles of corporate finance Effectively applies the theory of value creation to our economy Examines ways to maintain and grow value through mergers, acquisitions, and portfolio management Addresses how to ensure your company has the right governance, performance measurement, and internal discussions to encourage value-creating decisions A perfect companion to the Fifth Edition of Valuation, this book will put the various issues associated with corporate finance in perspective.

An accessible guide to the essential issues of corporate finance While you can find numerous books focused on the topic of corporate finance, few offer the type of information managers need to help them make important decisions day in and day out. Value explores the core of corporate finance without getting bogged down in numbers and is intended to give managers an accessible guide to both the foundations and applications of corporate finance. Filled with in-depth insights from experts at McKinsey & Company, this reliable resource takes a much more qualitative approach to what the authors consider a lost art. Discusses the four foundational principles of corporate finance Effectively applies the theory of value creation to our economy Examines ways to maintain and grow value through mergers, acquisitions, and portfolio management Addresses how to ensure your company has the right governance, performance measurement, and internal discussions to encourage value-creating decisions A perfect companion to the Fifth Edition of Valuation, this book will put the various issues associated with corporate finance in perspective.

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A vital companion to the #1 best-selling guide to corporate valuation Valuation Workbook is the ideal companion to McKinsey's Valuation, helping you get a handle on difficult concepts and calculations before using them in the real world. This workbook reviews all things valuation, with chapter-by-chapter summaries and comprehensive questions and answers that allow you to test your knowledge and skills. Useful both in the classroom and for self-study, this must-have guide is essential for reviewing and applying the renowned McKinsey & Company approach to valuation and reinforces the major topics discussed in detail in the book. Fully updated to align with the sixth edition of Valuation, this workbook is an invaluable learning tool for students and professionals alike. Valuation has become central to corporate financial strategy, and practitioners must be exceptional at every aspect of the role. There is no room for weak points, and excellence is mandatory. This workbook helps you practice, review, study, and test yourself until you are absolutely solid in every concept, every technique, and every aspect of valuation as demanded in today's economy. Master value creation, value metrics, M&A, joint ventures, and more Analyze historical information, forecast performance, and analyze results Estimate the cost of capital, continuing value, and other vital calculations Test your understanding before putting it to work in the real world Designed specifically to reinforce the material presented in the book, this workbook provides independent learners with the opportunity to try their hand at critical valuation skills, and helps students master the material so they can enter the job market ready to perform. For financial professionals and students seeking deep, comprehensive understanding, Valuation Workbook is an essential part of the McKinsey Valuation suite.

A detailed crash course in business management for valuecreation Corporate Value Creation provides an operations frameworkthat management can use to optimize the impact decisions have oncreasing value by growing revenue and profitability. Designed toassist professionals without a strong business or financialeducation, this book provides a thorough understanding of thequalitative and quantitative aspects of managing a business for thepurpose of value creation. Readers will find detailed informationon financial reports, valuation, modeling and forecasting, andmore, including discussion of best practices that functionalmanagement can embrace to leverage performance. The final chapterreviews key concepts and helps the reader tie them all together byusing a step-by-step approach to build or modify a business planthat includes a complete set of financial statements. In addition, each chapter includes case studies or exercises so that the readercan practice using the material covered in the chapter. Corporate Value Creation can also be used as a handbookfor managers who are looking for information on specific topicsthat range from developing financial statements to manufacturingmanagement, to internet marketing and much more. In most cases,individual topics can be reviewed without reading the entire book.Finally, for the manager who wants to quickly understand what'sinvolved in running a successful business, each chapter begins withthe key takeaways from that chapter in a section called"Nuggets". Fundamentally, creating value is as simple as making more money—but therein lies the rub. Effective management of businessgrowth involves a complex interplay of productivity, capital, debt,and margins, and finding the most efficient balance can bechallenging. For managers who need a deeper understanding of theforces at work, Corporate Value Creation is a thorough,detailed guide but it is also valuable for managers who are lookingfor information on a specific topic or simply wanting to understandat a high level what's involved in running a successfulbusiness.

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Our intuition on how the world works could well be wrong. We are surprised when new competitors burst on the scene, or businesses protected by large and deep moats find their defenses easily breached, or vast new markets are conjured from nothing. Trend lines resemble saw-tooth mountain ridges. The world not only feels different. The data tell us it is different. Based on years of research by the directors of the McKinsey Global Institute, No Ordinary Disruption: The Four Forces Breaking all the Trends is a timely and important analysis of how we need to reset our intuition as a result of four forces colliding and transforming the global economy: the rise of emerging markets, the accelerating impact of technology on the natural forces of market competition, an aging world population, and accelerating flows of trade, capital and people. Our intuitions formed during a uniquely benign period for the world economy—often termed the Great Moderation. Asset prices were rising, cost of capital was falling, labour and resources were abundant, and generation after generation was growing up more prosperous than their parents. But the Great Moderation has gone. The cost of capital may rise. The price of everything from grain to steel may become more volatile. The world's labor force could shrink. Individuals, particularly those with low job skills, are at risk of growing up poorer than their parents. What sets No Ordinary Disruption apart is depth of analysis combined with lively writing informed by surprising, memorable insights that enable us to quickly grasp the disruptive forces at work. For evidence of the shift to emerging markets, consider the startling fact that, by 2025, a single regional city in China—Tianjin—will have a GDP equal to that of the Sweden, of that, in the decades ahead, half of the world's economic growth will come from 440 cities including Kumasi in Ghana or Santa Carina in Brazil that most executives today would be hard-pressed to locate on a map. What we are now seeing is no ordinary disruption but the new facts of business life— facts that require executives and leaders at all levels to reset their operating assumptions and management intuition.

Private equity firms are snapping up brand-name companies and assembling portfolios that make them immense global conglomerates. They're often able to maximize investor value far more successfully than traditional public companies. How do PE firms become such powerhouses? Learn how, in Lessons from Private Equity Any Company Can Use. Bain chairman Orit Gadiesh and partner Hugh MacArthur use the concise, actionable format of a memo to lay out the five disciplines that PE firms use to attain their edge: · Invest with a thesis using a specific, appropriate 3-5-year goal · Create a blueprint for change--a road map for initiatives that will generate the most value for your company within that time frame · Measure only what matters--such as cash, key market intelligence, and critical operating data · Hire, motivate, and retain hungry managers--people who think like owners · Make equity sweat--by making cash scarce, and forcing managers to redeploy underperforming capital in productive directions This is the PE formulate for unleashing a company's true potential.

Winner of the CEP Mildred Garcia Award for Exemplary Scholarship About 2.4 million children and young adults under 24 years of age are undocumented. Brought by their parents to the US as minors—many before they had reached their teens—they account for about one-sixth of the total undocumented population. Illegal through no fault of their own, some 65,000 undocumented students graduate from the nation's high schools each year. They cannot get a legal job, and face enormous barriers trying to enter college to better themselves—and yet America is the only country they know and, for many, English is the only language they speak. What future do they have? Why are we not capitalizing, as a nation, on this pool of talent that has so much to contribute? What should we be doing? Through the inspiring stories of 16 students—from seniors in high school to graduate students—William Perez gives voice to the estimated 2.4 million undocumented students in the United States, and draws attention to their plight. These stories reveal how—despite financial hardship, the unpredictability of living with the daily threat of deportation, restrictions of all sorts, and often in the face of discrimination by their teachers—so many are not just persisting in the American educational system, but achieving academically, and moreover often participating in service to their local communities. Perez reveals what drives these young people, and the visions they have for contributing to the country they call home. Through these stories, this book draws attention to these students' predicament, to stimulate the debate about putting right a wrong not of their making, and to motivate more people to call for legislation, like the stalled Dream Act, that would offer undocumented students who participate in the economy and civil life a path to citizenship. Perez goes beyond this to discuss the social and policy issues of immigration reform. He dispels myths about illegal immigrants' supposed drain on state and federal resources, providing authoritative evidence to the contrary. He cogently makes the case—on economic, social, and constitutional and moral grounds—for more flexible policies towards undocumented immigrants. If today's immigrants, like those of past generations, are a positive force for our society, how much truer is that where undocumented students are concerned?