

**MICHAEL TREACY**

COAUTHOR OF *THE DISCIPLINE OF MARKET LEADERS*

# **DOUBLE-DIGIT GROWTH**

**HOW GREAT COMPANIES  
ACHIEVE IT—  
NO MATTER WHAT**

# Double Digit Growth How Great Companies Achieve It No Matter What

**Philip Kotler, Suzan Burton, Kenneth  
Deans, Linen Brown, Gary Armstrong**



## **Double Digit Growth How Great Companies Achieve It No Matter What:**

*Double-Digit Growth* Michael Treacy, 2004-12-28 In their 1995 blockbuster *The Discipline of Market Leaders* Michael Treacy and Fred Wiersema explained how great companies dominated their markets by offering superior value propositions. Now Treacy is back with an equally groundbreaking book revealing how great companies master growth each year and how all businesses can identify and exploit opportunities for increased revenues, gross margins and profits. Treacy's main point is simple: it really is possible to grow your business by 10 percent or more year after year in good times and bad without cheating. Great companies already know how to do it and the rest of us can learn their strategies and do the same thing. Using case studies from industry leaders such as Dell, Computer Home Depot and GE, he shows the five steps that are imperative to ensure growth. Keep the growth you have already earned. Look for growth where it's likely to be found. Take business from your competitors. Treacy believes that any business can grow at a consistent double digit rate and with *Double Digit Growth* managers and investors now have the tools to achieve that lofty goal and maintain corporate success. On the web: <http://www.michaeltreacy.com>

*Double-Digit Growth: How Great Companies Achieve It no Matter What* Michael Treacy, 2005-11-01 If You Only Have Time To Read One Business Book This Year This Is The One To Pick. Dr. Jean Paul Garnier, CEO GlaxoSmithKline. Growth Is The Oxygen Of Business. Growing Companies Thrive. Shrinking Companies Die. Yet In A Difficult Economy Managers Everywhere Know That Growth Is Impossible. The Best You Can Hope For Is To Hold Your Ground. Right? Not According To Michael Treacy. Who Warns That Many Corporations Have Simply Lost The Discipline To Grow. In *Double Digit Growth* He Proves That Steady Double Digit Growth Is Not A Dream But A Plausible Scenario. Treacy Has Studied The Companies That Grow Year In Year Out And He Knows What Works. He Draws On Case Studies From The Likes Of Dell, Paychex And First Data To Reveal The Formula. Growth Initiatives Built On Five Separate Clear And Achievable Strategies To Grow By 10 Percent Or More Year After Year In Good Times And Bad Without Cheating. **Double-digit Growth**, 2010

**Summary: Double-Digit Growth** BusinessNews Publishing, 2013-02-15 The must read summary of Michael Treacy's book *Double Digit Growth How Great Companies Achieve It No Matter What*. This complete summary of the ideas from Michael Treacy's book *Double Digit Growth* shows how growth is like oxygen for businesses: it's essential. Growing companies thrive and attract all the best talent and resources, whereas shrinking companies tend to wither and die. In his book, the author explains how smart managers will acknowledge this and ensure that their companies achieve steady double digit growth year after year regardless of the state of the economy, competition and customer demands. By reading this summary you can learn and apply the five disciplines needed for sustainable growth in your own business. Added value of this summary: Save time. Understand key concepts. Expand your knowledge. To learn more, read *Double Digit Growth* and discover the key to achieving sustainable double digit growth.

*Beyond Performance Management* Jeremy Hope, Steve Player, 2012-01-24 There's a bewildering array of management tools out there. And they all promise to help you excel at the toughest parts of

your job defining your organization's strategic direction managing customers and costs and boosting workforce performance But just 30 percent of these tools deliver as intended Why As Jeremy Hope and Steve Player reveal in *Beyond Performance Management* while many tools are sound in theory they're misused by most organizations For example executives buy and implement a tool without first asking What problem are we trying to solve And they use tools to command and control frontline teams not empower them a serious and costly mistake In this eminently useful clear-eyed book the authors critically review dozens of well-known management tools from mission statements balanced scorecards and rolling forecasts to key performance indicators Six Sigma and performance appraisals They explain how to select the right tools for your organization how to implement them correctly and how to extract maximum value from each Brimming with rigorous analysis and solid advice *Beyond Performance Management* helps you swiftly gauge the value of each management tool as well as navigate the increasingly crowded field of offerings so the tools you select deliver fully on their promise

**HR's Greatest Challenge** Richard P. Finnegan, 2015-10-01 Nothing contributes more to productivity than getting employees to give their best and stay HR's Greatest Challenge shows HR leaders how to shift engagement and retention from secondary HR metrics to top-tier business imperatives With voluntary turnover at historic highs and employee engagement at alarming lows this book makes the case for executives not HR to own these issues while HR plays a vital coaching and strategic role It offers tools to translate turnover and disengagement into financial terms train managers in stay interviews and forecast team stability with business-focused precision Practical persuasive and data-driven this is the guide HR executives need to solve engagement and retention as business-critical challenges

**The 51 Fatal Business Errors and How to Avoid Them** Jim Muehlhausen, 2008-04 Jim Muehlhausen has traveled the country collecting the best and worst practices from business owners The 51 Fatal Business Errors provides a quick and easy format to learn from other business owners' successes and failures Each error contains a real-life example and definitive action steps needed to improve common areas of weakness in small business The 51 Fatal Business Errors is designed to be used as a reference that you can come back to repeatedly as new issues arise in your business that need toning The dangerous but common mistakes described are outlined in four categories Myth Busters Improving your personal effectiveness Using best practices and Mule Kicks Muehlhausen's bluntly honest tips that realign the way small business owners' typical lines of thought Readers will be able to use it to energize themselves about the boundless possibilities of their businesses while giving them practical steps to move forward to the next level

**Harvard Business Review**, 2006 What Do I Do Now? Ted Farrington, 2005-11 Author Ted Farrington clearly and concisely shares his pragmatic insights about the critical importance of leadership in achieving technical and business success What Do I Do Now? Becoming a 21st Century Leader clarifies in a very practical way the difference between leading and managing between enabling growth and controlling it and between inspiring and giving orders

Commercialisation and Innovation Strategy in Small Firms Tim Mazzarol, Sophie Reboud, Delwyn Clark, Monique Moore, Peter Malone, Geoffrey

N. Soutar,2022-06-30 This book focuses on the process of commercialisation and innovation management in small firms Although commercialisation and new product development NPD has been covered quite extensively relatively little attention has been given to how small to medium enterprises SMEs engage with these issues The book explores this topic in depth taking a close look at the reasons why decisions are made and mapping this behaviour against established theories and best practice models of NPD and commercialisation The book uses case studies to analyse the relationship between entrepreneurial decision making and commercialisation and investigates how and why NPD and commercialisation decisions are made which offers valuable insights from both a theoretical and applied perspective **Financial Executive** ,2004

**Strategy & Business** ,2003 *Marketing* Philip Kotler,Suzan Burton,Kenneth Deans,Linen Brown,Gary Armstrong,2015-05-20 The ultimate resource for marketing professionals Today s marketers are challenged to create vibrant interactive communities of consumers who make products and brands a part of their daily lives in a dynamic world Marketing in its 9th Australian edition continues to be the authoritative principles of marketing resource delivering holistic relevant cutting edge content in new and exciting ways Kotler delivers the theory that will form the cornerstone of your marketing studies and shows you how to apply the concepts and practices of modern marketing science Comprehensive and complete written by industry respected authors this will serve as a perennial reference throughout your career *Business World* ,2006 **Big Winners and Big Losers** Alfred Allen Marcus,2006 What keeps great companies winning year after year even as yesterday s most hyped businesses fall by the wayside It s not what you think or what you ve read To find the real answers strategic management expert Alfred Marcus systematically reviewed detailed performance metrics for the 1 000 largest U S corporations identifying 3% who ve consistently outperform their industry s averages for a full decade Many of these firms get little publicity firms like Amphenol Ball Family Dollar Brown and Brown Activision Dreyer s Forest Labs and Fiserv But their success is no accident they ve discovered patterns of success that have largely gone unnoticed elsewhere Marcus also identified patterns associated with consistently inferior performance patterns reflected in many of the world s most well known companies Drawing on this unprecedented research Big Winners and Big Losers shows you what really matters most You ll learn how consistent winners build the strategies that drive their success how they move towards market spaces offering superior opportunity and how they successfully manage the tensions between agility discipline and focus You ll learn how to identify the right patterns of success for your company build on the strengths you already have realistically assess your weaknesses and build sustainable advantage one step at a time in a planned and logical way The Relationship of Leadership's Communication to Employee Engagement and Intent to Stay Louise Littler Harris,2006 **Consultants & Consulting Organizations Directory** Cengage Gale,2009-05-12 Henley Manager Update ,2003 **Soaring Like Eagles - ASM's High-Tech Journey in Asia** Patrick Lam,Edmund Lam,2006-03-13 Soaring Like Eagles ASM s High Tech Journey in Asia is an inspiring tale of the phenomenal accomplishment of this company from the perspective of Patrick Lam

ASM's co-founder and CEO of 30 years. The book first traces its growth in three decade-long periods along with an insider's look at the development of the semiconductor industry. It then examines ASM's success from several angles: its differentiated strategies, its leadership and culture, its innovative practices, its technologies and products, and its preparations for the future. BOOK JACKET     The Publishers Weekly, 2003

## Whispering the Secrets of Language: An Mental Quest through **Double Digit Growth How Great Companies Achieve It No Matter What**

In a digitally-driven earth wherever displays reign supreme and quick communication drowns out the subtleties of language, the profound strategies and psychological subtleties concealed within words frequently go unheard. However, situated within the pages of **Double Digit Growth How Great Companies Achieve It No Matter What** a captivating literary treasure sporting with natural thoughts, lies an exceptional journey waiting to be undertaken. Published by a skilled wordsmith, that charming opus attracts readers on an introspective journey, softly unraveling the veiled truths and profound affect resonating within the very cloth of each and every word. Within the mental depths of the emotional review, we shall embark upon a genuine exploration of the book is core subjects, dissect their interesting writing style, and succumb to the effective resonance it evokes heavy within the recesses of readers hearts.

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