



High Performance Companies: Successful Strategies from the World's Top Achievers

Nitin Pangarkar

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The easy-to-adopt strategies that make companies from Coca-Cola to Starbucks perennial over-performers and that you can use, too

High Performance Companies complements the frameworks for strategy making detailed in many existing books, proposing a number of rules of thumb (or principles) that companies can consider when making their day-to-day decisions which, in turn, will determine their actual strategies. These principles traverse a wide range of scenarios, such as strategic changes implemented by companies, resource allocation decisions—especially towards building durable assets—and resource acquisition through inorganic means.

The book adopts a reader-friendly approach by teasing out the lessons to be found in detailed cases studies from interesting companies. The writing minimizes jargon while maintaining rigor, especially with regard to the applicability and relevance of the strategic principles to different business contexts.

- Cites extensive evidence in support of the proposed arguments, without sacrificing readability
- Combines both short and long case studies within each chapter to demonstrate the general applicability of the principles presented
- Uses a variety of examples ranging from well-known companies such as Coca-Cola, Singapore Airlines, and Starbucks to relatively lesser known companies such as Illinois Tool Work, SAS Institute, and Heng Long Leather to show that the principles presented are applicable everywhere

Providing valuable new insight into what makes a business successful and how to replicate this in a company of any size, *High Performance Companies* is an essential addition to the library of any manager or student of business.

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