

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

Uttar Pradesh Inching Towards Double Digit Growth  
 The Granularity of Growth  
 Good Profit  
 Double Digit  
 Making Big Happen  
 Powering India To Double Digit Growth  
 Beyond Performance Management  
 Double Digit Growth  
 Sparks  
 The Am Law 100  
 Edge Strategy  
 Double-digit Growth  
 Key to Double Digit Growth  
 Imperatives for Double Digit Growth  
 Covered Call Writing Demystified  
 Great Business Teams  
 Breakout Strategy: Meeting the Challenge of Double-Digit Growth  
 India Development Update  
 Double-Digit Growth  
 Summary: Double-Digit Growth  
 Double-Digit Growth: How Great Companies Achieve It No Matter What  
 New Perspectives for Economic Development in Andorra  
 Boxcar to Boardrooms  
 Growth IQ  
 India  
 From Crisis to Double Digit Growth  
 UAE  
 The Discipline of Market Leaders  
 New to Big  
 Can India Achieve Double-digit Growth?  
 How to Grow When Markets Don't  
 Principles of Cartel Disruption  
 Double-digit Growth  
 Strategies for Generating Double-digit Growth Year After Year  
 Africa's Business Revolution  
 Breaking Through Plateaus  
 Get Rich with Dividends  
 R.E.D. Marketing  
 Think Big, Act Small

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

Downloaded from [ftp.wtvg.com](http://ftp.wtvg.com) by guest

## NATALIE LANG

Advantage Media Group

"After a pioneering basketball and corporate career: read my formula for 14 years of average annual double digit growth, and resurrecting the Globetrotter brand"--Cover.

**Uttar Pradesh Inching Towards Double Digit Growth** Primento

A lot of business owners want to make it big, but only a few do. In SPARKS, Shweta Jhajharia draws on tested and proven strategies and stories to offer powerful ideas for sustainable double-digit growth. Her practical advice is grounded in her experiences of personally working with hundreds of business owners.

*The Granularity of Growth* Penguin

While growth is a top priority for companies of all sizes, it can be extremely difficult to create and maintain—especially in today's competitive business environment. *The Granularity of Growth* will put you in a better position to succeed as it reveals why growth is so important, what enables certain companies to grow so spectacularly, and how to ensure that growth comes from multiple sources as you take both a broad and a granular view of your markets.

*Good Profit* John Wiley & Sons

India is not only the world's largest and fiercely independent democracy, but also an emerging economic giant. But to date there has been no comprehensive account of India's remarkable growth or the role policy has played in fueling this expansion. *India: The Emerging Giant* fills this gap, shedding light on one of the most successful experiments in economic development in modern history. Why did the early promise of the Indian economy not materialize and what led to its eventual turnaround? What policy initiatives have been undertaken in the last twenty years and how do they relate to the upward shift in the growth rate? What must be done to push the growth rate to double-digit levels? To answer these crucial questions, Arvind Panagariya offers a brilliant analysis of India's economy over the last fifty years—from the promising start in the 1950s, to the near debacle of the 1970s (when India came to be regarded as a "basket case"), to the phenomenal about face of the last two decades. The author illuminates the ways that government policies have promoted economic growth (or, in the case of Indira Gandhi's policies, economic stagnation), and offers insightful discussions of such key topics as poverty and inequality, tax reform, telecommunications (perhaps the single most important success story), agriculture and transportation, and the government's role in health, education, and sanitation. The dramatic change in the fortunes of 1.1 billion people has, not surprisingly, generated tremendous interest in the economy of India. Arvind Panagariya offers the first major account of how this has come about and what more India must do to sustain its rapid growth and alleviate poverty. It will be must reading for everyone interested in modern India, foreign affairs, or the world economy.

**Double Digit** John Wiley & Sons

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>

*Making Big Happen* Harvard Business Review Press

In *Beyond Performance Management*, Jeremy Hope and Steve Player offer answers, critically reviewing forty well-known management tools and practices—from mission statements, balanced scorecards, and rolling forecasts to key performance indicators, Six Sigma, and performance appraisals. Hope and Player help you select the right frameworks and approaches based on your organization's needs, then offer guidance on implementing each one and extracting its maximum value. For each of the forty tools and practices they review, the authors explain: the nature and effectiveness of the tool or practice, its potential to improve your company's performance; the actions required to maximize the tool's potential, and resources you can use to dig deeper into each practice. With its rigorous analysis and solid, practical advice, *Beyond Performance Management* helps tune out the background noise about performance management tools so you can select the ones your company actually needs.

*Powering India To Double Digit Growth* Currency

Understand and decode the inner workings of great business teams with the more than 30 in-depth examples in *Great Business Teams: Cracking the Code for Standout Performance*. Author Howard Guttman examines and dissects teams at top-management, business-unit, and functional levels and isolates five key factors that drive team performance to offer you insight into the ways these teams achieve success. Using this book, go directly to the marketplace to scrutinize teams in a variety of industries, evaluating the challenges they face and the methods they choose to manage these challenges.

*Beyond Performance Management* John Wiley & Sons

When the market doesn't seem to be growing, you need this guide "for mature companies looking to rejuvenate themselves" in order to keep your business competitive (Publishers Weekly). Though most companies claim to be growth oriented, surprisingly few actually achieve double-digit growth—and over the past 10 years, that percentage has steadily decreased.

*Double Digit Growth* Panoma Press

NEW YORK TIMES BESTSELLER • Learn how to apply the principles of Charles Koch's revolutionary Market-Based Management® system to generate good profit in your organization, company, and life "This book helps show you the way to good profit—whether you work for an international supermarket chain, a medium-sized regional business, or your own start-up."—John Mackey, co-founder and co-CEO, Whole Foods Market The technological innovations, extreme politics, civil unrest, cyber attacks, demographic shifts, and global pandemic that have affected all businesses since this book was published have only confirmed Charles Koch's belief that "the only reason a business should exist (and the only way it can legitimately survive long term) is to create value in a responsible way." Hence, the principles in *Good Profit* are more important today than ever before. What exactly does Koch Industries, Inc., do and why is it so remarkably profitable? Koch's name may not be on your home's plywood, vehicle's grille, smartphone's connectors, or baby's ultra-absorbent diapers but it makes them all. And Koch's Market-Based Management® (MBM) system is what drives these innovations and many more. The core objective of MBM is to generate good profit. Good profit results from products and services that customers vote for freely with their dollars. It results from a bottom-up culture where employees are empowered to act entrepreneurially to discover customers' preferences and the best ways to improve their lives. Drawing on six decades of interdisciplinary studies, experimental discovery, and practical implementation across Koch businesses worldwide, Charles Koch walks the reader through the five dimensions of MBM to show how to apply its framework in any business, industry, or organization of any size. Readers will learn how to:

- Craft a vision for how to thrive in spite of increasingly rapid disruption and ever-changing consumer values

- Select and retain a workforce possessing both virtue and talent
- Create an environment of knowledge sharing that prizes respectful challenges from everyone at every level
- Award employees with ownership and decision rights based on their comparative advantages and proven contributions, not job title
- Motivate all employees to maximize their contributions by structuring incentives so compensation is limited only by the value they create

A must-read for any leader, entrepreneur, or student, as well as anyone who wants a more civil, fair, and prosperous society, *Good Profit* is one of the greatest management books of all time.

*Sparks* Oxford University Press

Double-Digit Growth Penguin

[The Am Law 100 Double-Digit Growth](#)

When it comes to Disrupting a Cartel while maximizing and accelerating performance, Dave Radlo has unparalleled credentials. Over the past 30 years, he has developed and utilized method to create multi-billion dollar categories with his partners, accelerated growth, and exited, businesses with up to a thirty times the increase in enterprise value and a six-fold increase in earnings. He is well known developing consumer food brands and line extensions like Egg-Land's Best Cage Free, Born Free, Farmer's Best, and various private label lines. The brand creation showed impressive growth and results. Further the development and growth of commercial Cage Free, other humane initiatives, and Free Range specialty eggs is notable. Dave's involvement with the use of technology and biotechnology as a differentiator and competitive advantage in various ventures is remarkable. Dave has utilized his method successfully with multiple businesses, nonprofits, and industries. Dave has broken the cartel disruption method into four areas and eleven principles which he openly shares in this great book. You will now have a treasured guide to spark incremental achievement and success! *The Principles of Cartel Disruption* is a must read for anyone who wants to improve their results and perhaps disrupt a cartel while doing so!

**Edge Strategy** John Wiley & Sons

*The Definitive Guide to Doing Business in Africa* For global and Africa-based companies looking to access new growth markets, Africa offers exciting opportunities to build large, profitable businesses. Its population is young, fast-growing, and increasingly urbanized--while rapid technology adoption makes the continent a fertile arena for innovation. But Africa's business environment remains poorly understood; it's known to many executives in the West only by its reputation for complexity, conflict, and corruption. Africa's Business Revolution provides the inside story on business in Africa and its future growth prospects and helps executives understand and seize the opportunities for building profitable, sustainable enterprises. From senior leaders in McKinsey's African offices and a leading executive on the continent, this book draws on in-depth proprietary research by the McKinsey Global Institute as well as McKinsey's extensive experience advising corporate and government leaders across Africa. Brimming with company case studies and exclusive interviews with some of Africa's most prominent executives, this book comes to life with the vibrant stories of those who have navigated the many twists and turns on the road to building successful businesses on the continent. Combining an unrivalled fact base with expert advice on shaping and executing an Africa growth strategy, this book is required reading for global business executives looking to expand their existing operations in Africa--and for those seeking a road map to access this vast, untapped market for the first time.

**Double-digit Growth** RB Agri Markets Llc(dba Achievemost)

Create breakthrough marketing campaigns by harnessing the power of R.E.D. Marketing: a transparent and flexible methodology straight from marketing powerhouse Yum! Brands. Sidestep the marketing books, courses, and even TED talks that offer hypothetical explanations that sound sensible and embrace the proven, systematic approach of R.E.D. Marketing, which the recent CEO and current CMO of Yum! Brands applied to lead Taco Bell and KFC to double digit growth. This book, filled with simple frameworks and engaging stories, will help everyone in your company understand what really works for driving sustainable brand growth and business success. In 2011, Greg Creed had just been elevated from President to CEO of Taco Bell, a brand in deep distress at the time. It was on his shoulders to turn things around quickly along with co-author and CMO, Ken Muench. Together, they developed the R.E.D (Relevance, Ease, Distinctiveness) method. It's simple methodology does not require complicated terms and a PhD to understand, it's actually quite simple--marketing works in three very different ways: Relevance--Is it relevant to the marketplace? Ease--Is it easy to access and use? Distinction--Does it stand out from competition? By combining actual examples from Yum! and other recognizable brands of every size around the world with the latest findings in marketing, neuroscience, and behavioral economics, and the author's own experience marketing three different brands across 120 countries, your brand can set and achieve a truly breakthrough marketing campaign utilizing R.E.D Marketing.

[Key to Double Digit Growth](#) McGraw Hill Professional

*A WALL STREET JOURNAL BESTSELLER* Do you know the best way to drive your company's growth? If not, it's time to boost your Growth IQ. Trying to find the one right move that will improve your business's performance can feel overwhelming. But, as you'll discover in *Growth IQ*, there are just ten simple--but easily misunderstood--paths to growth, and every successful growth strategy can be boiled down to picking the right combination and sequence of these paths for your current context. Tiffani Bova travels around the world helping companies solve their most vexing problem: how to keep growing in the face of stiff competition and a fast-changing business environment. Whether she's presenting to a Fortune 500 board of directors or brainstorming over coffee with a startup founder, Bova cuts through the clutter and confusion that surround growth. Now, she draws on her decades of experience and more than thirty fascinating, in-depth business stories to demonstrate the opportunities--and pitfalls--of each of the ten growth paths, how they work together, and how they apply to business today. You'll see how, for instance: \* Red Bull broke Coca-Cola and PepsiCo's stranglehold on the soft drink market by taking the Customer Base Penetration path to establish a foothold with adventure sports junkies and expand into the mainstream. \* Marvel transformed itself from a struggling comic book publisher into a global entertainment behemoth by using a Customer and Product Diversification strategy and shifting their focus from comic books to comic book characters in movies. \* Starbucks suffered a brand crisis when they overwhelmed their customers with a Product Expansion strategy, and brought back CEO Howard Schultz to course-correct by returning to the Customer Experience path. Through Bova's insightful analyses of these and many other case studies, you'll see why it can be a mistake to imitate strategies that worked for your competitors, or rely on strategies that worked for you in the past. To grow your company with confidence, you first need to grow your Growth IQ.

[Imperatives for Double Digit Growth](#) HarperCollins

Praise for *Marketing Champions* "Much has been written about the importance of using marketing principles and tools effectively. But we've paid far less attention to how marketing works within an organization--and how marketers can better interact with other prime movers in their companies. This book really delivers on this much-neglected subject--sounding a wake-up call to marketers everywhere on how to exert their influence and improve their contribution to cash flow." --Philip Kotler, S.C. Johnson Distinguished Professor of International Marketing, Kellogg School of Management, Northwestern University "The authors understand that marketing is now the most important force within an organization--if you can figure out how to coordinate the rest of your colleagues. This book shows you how." --Seth Godin, author of *Small Is the New Big* "This leadership guide is a must-read for every executive who wants to understand the crucial connection between marketing and bottom-line results." --Warren Bennis, Distinguished Professor of Business Administration, University of Southern California, and author of *On Becoming a Leader* "The best marketing leaders are those who can harness the power of the enterprise--not just lead the marketing team. This book will give you the ability to align and inspire the entire company." --Jerry Noonan, Spencer Stuart

**Covered Call Writing Demystified** Harvard Business Press

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.

**Great Business Teams** Basic Books

To say eighteen-year-old Farrah Higgins--or Digit--is good at math is a laughable understatement. She's been cracking codes since childhood, and is finally at home with "her people" at MIT in Cambridge. Her talents are so off the charts that her laptop is under surveillance by both the CIA and an ecoterrorist named Jonas Furnis. So when she thoughtlessly hacks into the Department of Defense's database, she lands in serious hot water inside and outside the law. Readers will be sad to turn the last page of this suspenseful, sassy, super smart thriller, the sequel to *A Girl Named Digit*. *Breakout Strategy: Meeting the Challenge of Double-Digit Growth* Currency Companies that purposefully set out to excel are remarkably few and far between. The number of those who have a strong, well-thought out strategy for success are even fewer. Based on five years of research and field-testing, *Breakout Strategy* gives you a "fast track" strategic vision that can push your company to incredible new rates of growth and expansion. Strategy and leadership experts Sydney Finkelstein, Charles Harvey, and Thomas Lawton show how to craft a strategy that fits your business, whether you're a small start-up or an established national or international company. They also give you the tools to adapt that strategy as you grow and expand. Their system features five key initiatives: Create a workable vision by understanding the needs and aspirations of a company Face customers with a value proposition that covers all the important bases Align what a business does with what the customer truly desires Balance the people and process sides of business to deliver on promises Liberate the energies of any strategy's toughest critic-those who work within the business *Breakout Strategy* puts these initiatives in context by examining how diverse companies achieved breakout growth, including jetBlue, Harley Davidson, and Starbucks. It also sheds light on how a poor strategy can topple a once-successful company off the pedestal of market dominance, such as Krispy Kreme's overly ambitious expansion strategy that stretched the company and the brand too thin. With the systematic approach in *Breakout Strategy*, you'll be able to travel the fast track to market triumph, leaving your competitors struggling to catch up.

**India Development Update** Business Plus

2016 Book of the Year award winner by the Institute for Financial Literacy "Set it and forget it" investing, with less risk and higher returns *Get Rich with Dividends* is the bestselling dividend-investing book that shows investors how to achieve double-digit returns using a time-tested conservative strategy. Written by a nineteen-year veteran of the equity markets, this invaluable guide shows you how to set up your investments for minimal maintenance and higher returns, so you can accumulate wealth while you focus on the things that matter. Using the author's proprietary 10-11-12 system, you'll learn how to generate the income you need on a quarterly or even monthly basis. You'll discover the keys to identifying stocks that will return twelve percent or more every year, and how to structure your investments for greater security and financial well being. This method is so easy to use, you'll want to teach it to your children early to set them up for financial independence and help them avoid the problems that plagued many investors over the past decade. Dividends are responsible for 44 percent of the S&P 500's returns over the last eighty years. They represent an excellent opportunity today, especially for investors who have been burned in recent meltdowns and are desperate for sensible and less risky ways to make their money grow. This book describes a framework that allows investors to reap higher returns with a low-to-no maintenance plan. Set up an investment system that requires little to no maintenance Achieve double-digit average annualized returns over the long term Focus on other things while your money works for you Increase returns even with below-average growth in share price Market risk is high and interest rates are low, making it a perfect time to get started on a more sensible wealth generation strategy. With expert guidance toward finding and investing in these unique but conservative and proven stocks, *Get Rich with Dividends* is the only book on dividend investing you'll ever need.

**Double-Digit Growth** HarperCollins Leadership

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.