

1. Record Nr.	UNINA9910784823203321
Autore	Jones V. Rory <1962->
Titolo	The executive guide to boosting cash flow and shareholder value [[electronic resource]] : the profit pool approach / / V. Rory Jones
Pubbl/distr/stampa	Hoboken, N.J., : Wiley, c2008
ISBN	1-281-21750-6 9786611217501 0-470-26224-9
Descrizione fisica	1 online resource (275 p.)
Disciplina	658.15/2
Soggetti	Business enterprises - Valuation Corporations - Valuation Cash management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 249) and index.
Nota di contenuto	The Executive Guide to Boosting Cash Flow and Shareholder Value; Contents; List of Examples; Acknowledgments; About the Author; Introduction; Rapidly Create Lots of Shareholder Value; Who Are You?; The Path We'll Take You On; Part I: The Shortcut to High Performance; Chapter 1: So You Want a High-Performing Business?; Deliver Great Returns and the Rest Will Maximize; Cash Became Emperor; Market Strategy Is the 80: 20 Rule of Cash Flow; Throw Away the Old Playbook!; Chapter 2: Profit Pools; What Makes a Real Profit Pool?; Profit Pools and Business Models; Internal Profit Pools Market Profit Pools Summary; Chapter 3: You Just Can't See Them; Accounting Systems Don't Actually Report a Useful Profitability; Market Profitability Information Is Difficult to Come By; Businesses Aren't Configured to Get and Process Timely Cash-Based Profitability Information; New Markets Are Difficult to Envision; Getting It Done; Part II: Your Guide to Early Results; Chapter 4: Know Your Own ACTUAL PERFORMANCE; Cut through the GAAP and Other Information Obfuscation; Reconstitute the Numbers and See the Internal Profit Pools Emerge Now It's Time to Act: Neutralize Your Drains and Boost Your Sources

Got It, What's Next?; Chapter 5: Get a STRATEGIC VIEW of Markets; What's in a Strategic View?; Estimating Market Profit Pool Values; Strategic Fit: What It Takes to Play; Synthesizing Your Strategic View; Your Summarized Strategic View; Example 5.18 Summary Strategic View; Chapter 6 Define a Path That Exploits REAL OPPORTUNITIES; Business Value and Making Strategic Choices; Task 1: List and Define Opportunities; Task 2: Flesh Out and Map Opportunities; Task 3: Characterize Outcomes; Task 4: Evaluate the Economics Task 5: Define the Path Forward Task 6: Plan and Execute; Return on Effort; Part III: Sustaining Value Growth; Chapter 7: Corporate Renewal and New Business Management; How Is Sustained Value Growth Achieved?; Why Sustaining High Value Growth Is Such a Challenge; Five Basic Rules for Sustaining High Value Growth; Possible to Sustain High Value Growth Performance; Reconfiguring New Business Development to Deliver Value Growth and Corporate Renewal; In Conclusion...; Chapter 8: Value-Maximizing the Existing Business; Business Specialization; Focusing on Your Sources of Value Extending Your Sources of Value Appendix A: Unwinding, Line Item by Line Item; Revenue; Expenses; Capital Investments and Charges; Appendix B: The Monte Carlo Simulation; What Problem Does It Solve?; What Does It Do?; What Do You Have to Do to Use It?; Appendix C: Using Real Options; What the Binomial Lattice Does; How the Binomial Lattice Works; Beyond This Example; Bibliography; Index

Sommario/riassunto

As a business leader, you're constantly looking for ways to maximize shareholder value-as quickly as possible. The Executive Guide to Boosting Cash Flow and Shareholder Value outlines a practical, effective, and innovative framework for achieving this goal, using established management tools to find and exploit high-value Profit Pools. With this book as your guide, you'll quickly discover how to unlock large untapped sources of cash flow, and achieve the mandate that comes with modern business leadership.
