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The Eye of THE STORM



**ROBERT
SLATER**

*Author of Jack Welch
and the GE Way*

**How John Chambers
Steered Cisco Through
the Technology Collapse**

Eye Of The Storm How John Chambers Steered Cisco Through The Technology Collapse

Sebastian Mallaby



Eye Of The Storm How John Chambers Steered Cisco Through The Technology Collapse:

The Eye of the Storm Robert Slater, 2003-02-04 In March 2000 Cisco Systems with a market capitalization of 531 billion was the most valuable company on the planet With 44 000 employees and a stock price at 80 per share Cisco was poised for unstoppable growth and unending glory Six months later with the crisp smell of cold cash in the air Cisco president and CEO John Chambers vowed to change the world Who knew that in a matter of days disaster would strike *The Eye of the Storm* How John Chambers Steered Cisco Through the Technology Collapse offers the gripping account of the high tech American dream turned nightmare Bestselling author Robert Slater s riveting narrative traces the path of Cisco s rise from anonymity to prosperity and then to its sudden shocking fall as a world without ceilings gave way to a world where no floor was in sight Through unprecedented exclusive interviews with Chambers and Cisco s top executives and unparalleled access to Cisco s private forums Slater reveals the confidential working and insider decisions behind what was nothing short of a business miracle before the vision went temporarily awry Unadorned and unequivocal this is the fascinating story of how Chambers once widely hailed as King of the Internet navigated Cisco through a period of inconceivable success before guiding his company through unimaginable misfortune Throughout this engaging tale of the birth and death of the new economy Slater gleans pearls of business wisdom and essential lessons for corporate decision making in the new millennium Collected here are the brilliant maneuvers that catapulted Cisco to glory and the devastating mistakes that brought the company low *The Eye of the Storm* is a story at once captivating instructive and provocative Never again will we forget that our soaring revenues of today may well become our plummeting stock prices of tomorrow Slater s incisive and illuminating firsthand account takes you behind the scenes from the boom to the bust through to the recovery of a company that has earned its place in the history books as one of America s greatest

The Power Law Sebastian Mallaby, 2022-02-01 Shortlisted for the Financial Times Business Book of the Year Named a Best Book of 2022 by The Economist A gripping fly on the wall story of the rise of this unique and important industry based on extensive interviews with some of the most successful venture capitalists Daniel Rasmussen Wall Street Journal A must read for anyone seeking to understand modern day Silicon Valley and even our economy writ large Bethany McLean The Washington Post A rare and unsettling look inside a subculture of unparalleled influence Jane Mayer A classic A book of exceptional reporting analysis and storytelling Charles Duhigg From the New York Times bestselling author of *More Money Than God* comes the astonishingly frank and intimate story of Silicon Valley s dominant venture capital firms and how their strategies and fates have shaped the path of innovation and the global economy Innovations rarely come from experts Elon Musk was not an electric car person before he started Tesla When it comes to improbable innovations a legendary tech VC told Sebastian Mallaby the future cannot be predicted it can only be discovered It is the nature of the venture capital game that most attempts at discovery fail but a very few succeed at such a scale that they more than make up for everything else That extreme ratio of success and failure is the power law that drives

the VC business all of Silicon Valley the wider tech sector and by extension the world In *The Power Law* Sebastian Mallaby has parlayed unprecedented access to the most celebrated venture capitalists of all time the key figures at Sequoia Kleiner Perkins Accel Benchmark and Andreessen Horowitz as well as Chinese partnerships such as Qiming and Capital Today into a riveting blend of storytelling and analysis that unfurls the history of tech incubation in the Valley and ultimately worldwide We learn the unvarnished truth often for the first time about some of the most iconic triumphs and infamous disasters in Valley history from the comedy of errors at the birth of Apple to the avalanche of venture money that fostered hubris at WeWork and Uber VCs relentless search for grand slams brews an obsession with the ideal of the lone entrepreneur genius and companies seen as potential unicorns are given intoxicating amounts of power with sometimes disastrous results On a more systemic level the need to make outsized bets on unproven talent reinforces bias with women and minorities still represented at woefully low levels This does not just have social justice implications as Mallaby relates China's homegrown VC sector having learned at the Valley's feet is exploding and now has more women VC luminaries than America has ever had Still Silicon Valley VC remains the top incubator of business innovation anywhere it is not where ideas come from so much as where they go to become the products and companies that create the future By taking us so deeply into the VCs game *The Power Law* helps us think about our own future through their eyes

The Digital Hand James W. Cortada, 2006 *The Digital Hand* Volume 2 is a historical survey of how computers and telecommunications have been deployed in over a dozen industries in the financial telecommunications media and entertainment sectors over the past half century It is part of a sweeping three volume description of how management in some forty industries embraced the computer and changed the American economy Computers have fundamentally changed the nature of work in America However it is difficult to grasp the full extent of these changes and their implications for the future of business To begin the long process of understanding the effects of computing in American business we need to know the history of how computers were first used by whom and why In this the second volume of *The Digital Hand* James W Cortada combines detailed analysis with narrative history to provide a broad overview of computing's and telecommunications role in over a dozen industries ranging from Old Economy sectors like finance and publishing to New Economy sectors like digital photography and video games He also devotes considerable attention to the rapidly changing media and entertainment industries which are now some of the most technologically advanced in the American economy Beginning in 1950 when commercial applications of digital technology began to appear Cortada examines the ways different industries adopted new technologies as well as the ways their innovative applications influenced other industries and the US economy as a whole He builds on the surveys presented in the first volume of the series which examined sixteen manufacturing process transportation wholesale and retail industries In addition to this account of computers impact on industries Cortada also demonstrates how industries themselves influenced the nature of digital technology Managers historians and others interested in the history of modern business will appreciate this historical

analysis of digital technology's many roles and future possibilities in a wide array of industries The Digital Hand provides a detailed picture of what the infrastructure of the Information Age really looks like and how we got there **End of the Line**

Barry C. Lynn, 2006-08-08 In September 1999 an earthquake devastated much of Taiwan toppling buildings knocking out electricity and killing 2 500 people Within days factories as far away as California and Texas began to close Cut off from their supplies of semiconductor chips companies like Dell and Hewlett Packard began to shutter assembly lines and send workers home A disaster that only a decade earlier would have been mainly local in nature almost cascaded into a grave global crisis The quake in an instant illustrated just how closely connected the world had become and just how radically different are the risks we all now face End of the Line is the first real anatomy of globalization It is the story of how American corporations created a global production system by exploding the traditional factory and casting the pieces to dozens of points around the world It is the story of how free trade has made American citizens come to depend on the good will of people in very different nations in very different regions of the world It is a story of how executives and entrepreneurs at such companies as General Electric Cisco Dell Microsoft and Flextronics adapted their companies to a world in which America's international policies were driven ever more by ideology rather than a focus on the long term security and well being of society Politicians have long claimed that free trade creates wealth and fosters global stability Yet Lynn argues that the exact opposite may increasingly be true as the resulting global system becomes ever more vulnerable to terrorism war and the vagaries of nature From a lucid explanation of outsourcing's true impact on American workers to an eye opening analysis of the ideologies that shape free market competition Lynn charts a path between the extremes of left and right He shows that globalization can be a great force for spreading prosperity and promoting peace but only if we master its complexities and approach it in a way that protects and advances our national interest *Changing Minds* Howard Gardner, 2006-09-01

Think about the last time you tried to change someone's mind about something important a voter's political beliefs a customer's favorite brand a spouse's decorating taste Chances are you weren't successful in shifting that person's beliefs in any way In his book *Changing Minds* Harvard psychologist Howard Gardner explains what happens during the course of changing a mind and offers ways to influence that process Remember that we don't change our minds overnight it happens in gradual stages that can be powerfully influenced along the way This book provides insights that can broaden our horizons and shape our lives

The ^ADigital Hand James W. Cortada, 2005-11-03 The Digital Hand Volume 2 is a historical survey of how computers and telecommunications have been deployed in over a dozen industries in the financial telecommunications media and entertainment sectors over the past half century It is part of a sweeping three volume description of how management in some forty industries embraced the computer and changed the American economy Computers have fundamentally changed the nature of work in America However it is difficult to grasp the full extent of these changes and their implications for the future of business To begin the long process of understanding the effects of computing in American business we need to

know the history of how computers were first used by whom and why In this the second volume of The Digital Hand James W Cortada combines detailed analysis with narrative history to provide a broad overview of computing s and telecommunications role in over a dozen industries ranging from Old Economy sectors like finance and publishing to New Economy sectors like digital photography and video games He also devotes considerable attention to the rapidly changing media and entertainment industries which are now some of the most technologically advanced in the American economy Beginning in 1950 when commercial applications of digital technology began to appear Cortada examines the ways different industries adopted new technologies as well as the ways their innovative applications influenced other industries and the US economy as a whole He builds on the surveys presented in the first volume of the series which examined sixteen manufacturing process transportation wholesale and retail industries In addition to this account of computers impact on industries Cortada also demonstrates how industries themselves influenced the nature of digital technology Managers historians and others interested in the history of modern business will appreciate this historical analysis of digital technology s many roles and future possibilities in an wide array of industries The Digital Hand provides a detailed picture of what the infrastructure of the Information Age really looks like and how we got there

ZoeMust-Win Battles Peter Killing,2013-11-06 Must Win Battles shows in a step by step way how to identify the key goals that need achieving and how to win emotional and intellectual buy in from the employees who make it all happen By focusing on the right key short term efforts you attain the twin benefits of delivering in the here and now and making progress toward larger strategic goals Businesses around the world are struggling for growth and profitability in today s fast changing world Those that achieve standout success are characterized by clear vision focused execution and commitment by people to doing what counts But for the 99% of businesses that lack many of these attributes how do they go about getting them Should they turn to another management fad Probably not Senior managers are now sceptical in the face of initiative overload Instead they are looking for inspiration among real world companies and real leaders Based on a successful executive programme at IMD one of the world s foremost executive education institutions and has been tested at some of the world s best known companies with intimate and compelling case studies running throughout Must Win Battles offers the inspiration and advice that many are looking for Enlightening and thought provoking in an era of cluttered agendas Must Win Battles sets a clear path for leaders to focus their team s head heart and hands Michael D White Chairman and Chief Executive Officer PepsiCo International New York Moving a company to the next level requires confronting the right challenges and Peter Killing Thomas Malnight and Tracey Keys show how to pick your battles and then how to win them Their Must Win Battles provides a practical playbook for unleashing and aligning the intellectual and emotional energies essential for any business triumph Michael Useem Director Center for Leadership and Change Management The Wharton School and author of The Leadership Moment In Must Win Battles Peter Killing and Thomas Malnight have distilled their richly varied experiences drawn from many organizations over

many years Together they have created a practical handbook for all managers who are interested in re energizing and improving their business performance Must Win Battles is easy to read and brimful with practical advice well worth a few hours of your time Iain Ferguson CBE Chief Executive Tate Lyle PLC Named European Businessman of the Year by Forbes Magazine 2005 Working with must win battles has fundamentally changed our approach to where we seek growth in the market and the way we engage our people in realizing these goals Must win battles are the glue that ties the business together globally that everyone understands and can contribute to The process clarifies for everyone the long term vision and business direction where to allocate resources and why it is important to get aligned Diego Bevilacqua President Global Business Foodsolutions Unilever Every executive knows that there are certain battles that must be won for the business to be successful This great new book provides a real world step by step approach to choosing the right battles in a way that helps unleash the organizational will to achieve them Must Win Battles is a wonderful contribution to the art and science of management So much so that it has inspired me to launch my own MWB journey Bob Rieder President CEO Cardiome Pharma Corp

Martha Robert Slater, 2005-12-21 Martha Stewart is the most famous and wealthy woman on earth a person whose name is a brand and whose influence touches virtually every home in North America This is the Martha Stewart story you have never heard It is the behind the scenes story of arrogance and miscalculation that led Martha to a trial that should never have happened her life in a federal prison cell told by those who were there her personal transformation and finally her carefully plotted comeback all the way to The Apprentice and beyond This gripping narrative reads like a mystery novel and draws upon dozens of exclusive interviews including candid discussions with many principals associated with Martha's trial In Martha On Trial In Jail and On a Comeback You'll go behind the scenes through every phase of Martha's fall and rise the crime itself the indictment and both sides trial strategy the damning testimony of star witness Douglas Faneuil and Martha's long time friends the tearful and shocking testimony of her decades long personal testimony the verdict and more Robert Slater spoke to insiders at Alderson Federal Prison Camp to gain insight into Martha's prison life and behavior including her relationship with inmates and prison authorities and how she began plotting her comeback even while still in prison Last but not least he reveals the PR campaign to resurrect Martha's reputation one that is making her the first convicted business leader of her stature to come back stronger than ever before

Must-Win Battles Peter Killing, Thomas Malnight, Tracey Keys, 2006-03-11 Must Win Battles shows leaders exactly how to identify the 3 to 5 critical challenges most likely to make or break their businesses and then mobilize people and resources to successfully execute on them This book draws on the authors exceptional experience as world class consultants and leading edge business researchers and builds on the highly successful executive program they created for IMD one of the world's best business schools The authors show leaders how to cut through uncoordinated initiatives create a short list of true must wins focus relentlessly on them and infuse their organizations with renewed energy and effectiveness Along the way discover how to recognize which victories will make the

greatest difference avoid unwinnable battles drive consensus when somebody's ox is inevitably being gored make sure must win battles are specific and measurable and change the behavior of your top management team to lock in this laser sharp focus for future battles **Harvard Business Review**, 2003 **A Bibliography of the Personal Computer** Roy A. Allan, 2006 This eBook bibliography on the history of the personal computer and the industry contains over 280 book notations and over 250 periodical notations It also contains a reprint of an article by the author entitled What Was the First Personal Computer **The Six Sigma Leader: How Top Executives Will Prevail in the 21st Century** Peter Pande, 2006-12-18 Through impressive results Six Sigma has proven to hundreds of organizations around the globe that settling for good enough won't work Now Peter S Pande foremost expert on change leadership and coauthor of the bestselling *The Six Sigma Way* challenges leaders to seek a new standard of leadership excellence and apply principles inspired by Six Sigma to take their companies to a new level *The Six Sigma Leader* defines successful leadership in the 21st Century With illustrative examples and proven strategies such as The 10 Second Rule taking that extra time to make sure you're asking the right questions to get the information you need the book offers techniques that link leadership improvement to real business results and explores Six Sigma Leadership the core principles of Six Sigma leadership and the 21st century challenges of balance and flexibility Change and Constancy the role of change in leadership and how to achieve greater return on your change portfolio Certainty and Doubt the myth of leader infallibility and ways to confidently combine facts and intuition Speed and Deliberateness the benefits and perils of speed at all costs and a set of key disciplines that enable greater speed Teamwork and Independence the sources of organizational barriers and the leadership practices that can eliminate them Now Tomorrow and Next Year the management of business change by different time horizons short mid and long term Customer First and Last why customers are so critical yet can also be a detriment to long term business health Bringing Six Sigma Leadership to Life the factors likely to favor and inhibit successful adoption of Six Sigma Leadership Driven by a vision of great leadership *The Six Sigma Leader* is an essential resource for managers at all levels and a call to action for any leader seeking to create a legacy of achievement □□□□ □□□, Robert Slater, 2003 **The Internet** Hilary and Moshovitis Poole (Christos), 2005 *The Internet* the flower of the 19th century A startling characterization of the late 20th century's gift of high tech for all This volume contains a complete chronology of the internet *Faire évoluer les esprits* Howard Gardner, 2007 Songez la dernière fois où vous avez tenté de changer la façon de penser de quelqu'un ses croyances ses choix les convictions d'un lecteur les goûts vestimentaires de votre conjoint l'attitude vis-à-vis de l'élève d'un adolescent Avez-vous réussi Pourquoi Et comment faire On a trop tendance à imaginer que le changement est comme un miracle qui tombe du ciel ou s'impose de lui-même Peut-être n'est-ce pas si simple Les travaux d'Howard Gardner ont révolutionné la vision de l'intelligence et de la créativité il analyse ici les mécanismes psychologiques qui produisent du changement en politique dans le domaine intellectuel dans les relations personnelles et le comportement De Margaret Thatcher Bill Clinton de Darwin Freud en passant par Monsieur et

Madame Tout le monde en famille l cole au travail des id es et des r flexions stimulantes illustr es d exemples riches d enseignements pratiques

The Wal-Mart Decade Robert Slater,2003 LSL Lone Star Library Includes bibliographical references and index

No Such Thing as Over-exposure Robert Slater,2005 The most revealing Donald Trump biography ever written captures all of the man behind the money the executive dealmaker strategist survivor celebrity and master media manipulator

Electronic Commerce 2004 Efraim Turban,2004 Electronic Commerce 2004describes the essentials of electronic commercehow it is being conducted and managed as well as assessing its major opportunities limitations issues and risks It is a clear simple well organized book and provides all the basic definitions as well as logical support Using extensive vivid examples from large corporations small businesses government and not for profit agencies from all over the world it makes the concepts presented come alive for readers Beginning with a comprehensive introduction to E commerce the book explores internet marketing B2B and C commerce E marketplaces and internet consumerism E government mobile commerce auctions security electronic payment systems and strategy and implementation to launch a successful E commerce business Written by experienced authors who are well versed in real world practices this book will prove invaluable for managers and professional people in any functional area of business as well as those in government education health services and other areas that can benefit from a knowledge of e commerce

A lei de potêcia Sebastian Mallaby,2022-05-06 As estrat gias e inova es das empresas que dominam o Vale do Sil cio e moldam o destino da economia global parte da natureza do jogo do capital de risco que a maioria das tentativas falhem No entanto os poucos investimentos bem sucedidos atingem n meros t o altos que mais do que compensam todas as perdas Essa despropor o extrema entre sucesso e fracasso a lei de pot ncia respons vel por impulsionar todo esse campo desde start ups at as grandes empresas do Vale do Sil cio e do setor de tecnologia em geral Em A lei de pot ncia Sebastian Mallaby faz uma incurs o profunda na ind stria do capital de risco para esclarecer o papel que a aleatoriedade exerce nas escolhas dos investidores Inserindo se nos bastidores desse mundo exclusivo o jornalista revela a hist ria de alguns dos triunfos mais emblem ticos e dos desastres mais infames do Vale do Sil cio o pouco convencional nascimento da Apple o carro el trico de Elon Musk e at a avalanche de dinheiro que estimulou a postura arrogante de empresas como a WeWork e a Uber Ao acompanhar esses investidores de risco na busca pela pr xima grande inova o Mallaby explora o equil brio necess rio entre intui o e dados para alcan ar xito nos investimentos e evidencia que o futuro n o uma quest o de mera previs o precisa ser desbravado

Encyclopedia of American Business History Charles R. Geisst,Ambassador Charles a Gargano Professor of Finance Charles R Geisst,2014-05-14 Presents an alphabetically arranged reference to the history of business and industry in the United States Includes selected primary source documents

Decoding **Eye Of The Storm How John Chambers Steered Cisco Through The Technology Collapse**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its power to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Eye Of The Storm How John Chambers Steered Cisco Through The Technology Collapse**," a mesmerizing literary creation penned with a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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