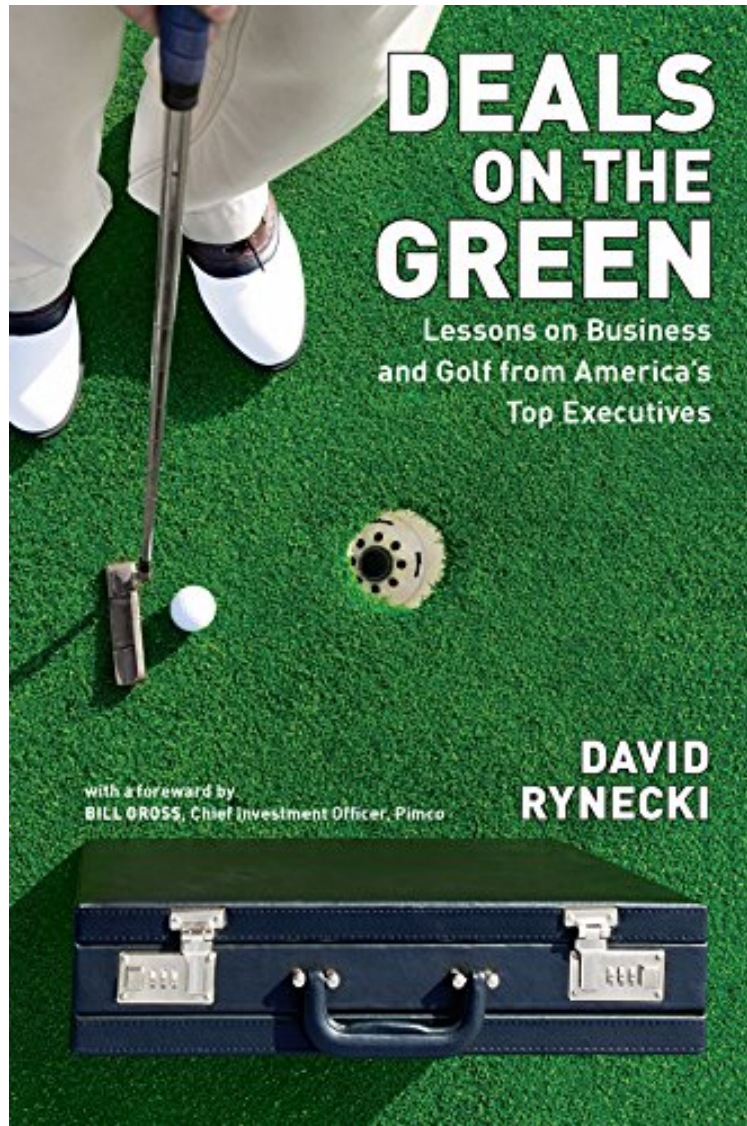


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## Deals on the Green: Lessons on Business and Golf from America's Top Executives

*David Rynecki*

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**David Rynecki : Deals on the Green: Lessons on Business and Golf from America's Top Executives** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Deals on the Green: Lessons on Business and Golf from America's Top Executives:

1 of 2 people found the following review helpful. Great Fathers Day Gift By james von der lieth I got this for my Dad for fathers day and he took tremendous value from it. Priceless insights 10 of 12 people found the following review helpful. Learn lessons for business and how golf reveals who you really are. By Craig Matteson It is a real pleasure to

read a book about business with an easy pace and no pretensions about providing a guaranteed system of success and global market dominance! Yet this book does have important insights for its readers. In fact, they are more important than most people ever learn. Golf has been around for hundreds of years for good reasons. Not only is it a beautiful game, it also is a great way to get to know other people. The old saying is that adversity doesn't build character; it reveals it. In golf every player faces adversity and it is how the golfer handles those issues that reveals who he or she really is to one's fellow competitors. David Rynecki has had a great journalistic gig that has taken him to some of the best golf venues in the world. These are courses that you or I would have a hard time getting on just to watch a tournament. It has also allowed him to play rounds with top CEOs. In this book he tells some of the stories and distills the lessons of golf as they see them. It is a fun, if certainly not systematic, read. There are 18 holes in a round of golf and there are 18 chapters (plus a foreword and an introduction) in this book. Each chapter starts with a statement that embodies its intended lesson. They are sometimes illustrations of homespun wisdom such as "don't take yourself too seriously", or some insights about corporate golf not available to regular folks such as "you can play Augusta ... with a little luck", or even stories of business success involving golf such as Ron O'Loughlin and how he made a fortune with plastic cleats and laser link. You can see that the chapters are all different, just as golf holes are different. If you enjoy golf, even if you are a public course duffer like me, you will understand what the author is getting at. If you have paid attention to people as you play golf, you know that the game is only partly about skill. It is even more about the player's character. Does he observe the rules? Does he make excuses ("I don't know why I am three putting so much today, I NEVER three put")? Is he quick to anger? Is he courteous to his fellow competitors or does he try to throw them to gain an advantage? What kind of shot selection does he make (the safe shot, a shot with reasonable risk, a low percentage shot)? Does he analyze and play the course or does he simply play the shots he is used to playing regardless of what the hole is offering him? And many more. As the author notes, and every experienced golfer knows, a round of golf will tell you more about a person more quickly than almost any other method of interaction. The author also shows how business is done on a golf course in indirect ways. It is considered poor manners to spoil a round of golf with direct appeals for business. Golf is more about building relationships and building connections between people who can trust each other. If you want to lose any possibility of business with someone, play a round with a coveted client and demonstrate bad character. You will never get the business and never be told why. There are several very good stories about this in the book. So, if you want to learn about the place of golf in business, this is a good book. If you want to learn some fine lessons for business, this is a good book. If you enjoy golf stories and business anecdotes, this is a good book. Heck, it is just a good book. Enjoy.

2 of 8 people found the following review helpful.  
quote from david By Eastharlemboy Putting The Muscle Back In The Bull Stan O'Neal may be the toughest--some say the most ruthless--CEO in America. Merrill Lynch couldn't be luckier to have him. By David Rynecki April 5, 2004  
nough said about the author

No matter how sophisticated the tools become--the e-mails and teleconferencing, the BlackBerries and PowerPoints--golf remains the true communications hub of American business. In the history of American business there have been more deals consummated on the golf course than in any boardroom or five-star restaurant. It's no accident that executives from J. D. Rockefeller to Jack Welch have made time in their busy schedules for eighteen holes. Deals on the Green takes a fresh look at the interesting worlds of golf and business. It's not a "how to win business" instructional, but it does offer lessons about what is required to succeed in golf and in business--namely friendship, imagination, tenacity, multitasking, guts, passion, and compassion. And it shares great inside stories about the leaders whose devotion to and respect for the game have contributed to their success in business. Financial journalist David Rynecki takes us inside the gates of elite courses such as Augusta National and Pebble Beach to reveal how the wealthy and powerful really behave--or misbehave. He lets us in on the keys to mixing business and pleasure, the best way to swing a nine iron in front of your boss, and even what to do if you happen to slice it.

About the Author David Rynecki is a journalist who has spent most of his career covering business and golf. He has written for CNN, USA Today, Time, TL Golf, Golf Digest, and Fortune, where he was a senior writer for six years. Rynecki recently started his own company, Blue Heron Partners, which investigates businesses for institutional investors. He has a master's degree in journalism from Columbia University.