

Green Giants How Smart Companies Turn Sustainability Into Billion Dollar Businesses

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Packed with eye-opening research, exclusive interviews, and enlightening examples from major organizations, Green Giants reveals how these and other well-known, incredibly successful companies have turned a strategy of sustainability and social good into a billion-dollar business proposition . . . and how you can, too. The book provides a blueprint for sustainable success,

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examining the six key factors green giant companies share that have directly contributed to their uncommon success.

Green Giants: How Smart Companies Turn Sustainability Into ...

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Green Giants: How Smart Companies Turn Sustainability into ...

Green Giants examines nine companies that are merging social responsibility with wild profitability - and reveals the six factors responsible for their success, including: iconoclastic leadership fueled by deep conviction and a rebellious streak; disruptive innovation that uses sustain ability to spur the development of radically better products and services; and a higher purpose that ignites the company - when the mission leads, profits follow.

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Green Giants: How Smart Companies Turn Sustainability into ...

Green Giants: How Smart Companies Turn Sustainability Into Billion-Dollar Businesses began with the author ' s discovery in 2013 that sales at the sustainable, socially responsible burrito chain Chipotle had outpaced those of strip-mall stalwart Burger King. Chipotle ' s revenues in 2014 were \$4.11 billion. That ' s billion with a B.

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good at their core it also identified green giants how smart companies turn sustainability into billion dollar

Green Giants How Smart Companies Turn Sustainability Into ...

In *Green Giants: How Smart Companies Turn Sustainability into Billion-Dollar Businesses* (AMACOM; August 19, 2015; \$27.95
Hardcover), E. Freya Williams investigates what has enabled some of today's most profitable companies—the "Green Giants" of
business—to succeed where so many others have failed at converting sustainability into billion dollar revenue streams. She
captures the significance of this inflection point in business history to distil the blueprint for these behemoths' success ...

Green Giants: How Smart Companies Turn Sustainability into ...

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CSRWire - Book Release: GREEN GIANTS: How Smart Companies ...

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Green giants : how smart companies turn sustainability ...

In this excerpt, adapted from her new book, Green Giants: How Smart Companies Turn Sustainability into Billion-Dollar Businesses, E. Freya Williams looks at nine companies whose standalone...

9 green giants: Billion-dollar businesses that are ...

Packed with eye-opening research, exclusive interviews, and enlightening examples from Chipotle, Toyota, Unilever, Tesla, General Electric, and more, Green Giants serves as a blueprint for sustainable success that anyone can follow.

What do Brazil's top beauty brand, America's second-fastest-growing restaurant chain, and the world's third bestselling car have in common? They are shattering the myth that acting sustainably and building a billion-dollar business are mutually exclusive. Green Giants examines nine companies that are merging social responsibility with wild profitability-and reveals the six factors responsible for their success, including: Iconoclastic Leadership fueled by deep conviction and a rebellious streak * Disruptive Innovation that uses sustainability to spur the development of radically better products and services * A Higher Purpose that ignites the company-when the mission leads, profits follow * Mainstream Appeal with positioning and packaging stripped of the crunchy clich's that alienate the average customer. This new breed of billion-dollar businesses proves it's

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possible to achieve enormous success while implementing sustainable principles that help consumers live better lives. Ranging from start-ups to business lines incubated within major multinationals, these companies collectively represent over \$60 billion in revenue. What's more-many command wider profit margins and are growing faster than their conventional counterparts. Packed with eye-opening research, exclusive interviews, and enlightening examples from Chipotle, Toyota, Unilever, Tesla, General Electric, and more, Green Giants serves as a blueprint for sustainable success that anyone can follow.

What do Brazil ' s top beauty brand, America ' s second-fastest-growing restaurant chain, and the world ' s third bestselling car have in common--besides achieving enormous success with revenue in the tens of billions? They are doing it all while holding to their convictions of implementing sustainable principles that help consumers live better lives. But they aren ' t the only ones. Green Giants examines nine companies--including Chipotle, Toyota, Unilever, Tesla, General Electric, and more--who have established the blueprint for sustainable success that anyone can follow. Author Freya Williams, an early pioneer of the modern sustainable business movement, discovered six factors responsible for the overwhelming success of these nine socially responsible companies: • The Iconoclastic Leader • Disruptive Innovation • A Higher Purpose • Built In, Not Bolted On • Mainstream Appeal • A New Behavioral Contract Packed with eye-opening research, exclusive interviews, and enlightening examples, Green Giants serves as your blueprint for merging wild profitability with social responsibility.

This book examines nine companies that are merging social responsibility with wild profitability - and reveals the six factors responsible for their success, including: iconoclastic leadership fueled by deep conviction and a rebellious streak; disruptive innovation that uses sustainability to spur the development of radically better products and services; a higher purpose that ignites the company - when the mission leads, profits follow. This new breed of billion-dollar businesses proves it's possible to achieve enormous success while implementing sustainable principles that help consumers live better lives. Packed with eye-opening research, exclusive interviews, and enlightening examples from Chipotle, Toyota, Unilever, Tesla, General Electric, and more, this book serves as a blueprint for sustainable success that anyone can follow. --

For too long, marketers of sustainable goods and services have targeted "deep green" consumers to promote their products – and they have little to show for their efforts. In this innovative book, Jacquelyn Ottman shows how the green market has moved beyond such niche marketing, and how marketers will find greater success promoting the inherent superior value of their offerings. Greener products are now available within every industry and are a part of our everyday lives. But they didn't get to be so ubiquitous just because they are better for the planet. Whether they were promoted as such or not, sales of green products have grown so fast because of the added value they provide: health, superior performance, good taste, cost-effectiveness, or simply convenience. This central emphasis on primary benefits – the new rules – is critical to winning over the mainstream consumer and to driving overall organizational growth. The New Rules of Green Marketing helps readers understand why value-based sustainability marketing has become a critical organizational capacity, and how readers can adopt this approach in their own organizations. Illustrated by examples from both international mainstream and the more niche "deep

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green" leaders who are showing everyone else the way, the book provides practical strategies, tools and inspiration for building every aspect of a credible value-based green marketing strategy, including: How to use a proactive approach to sustainability to spur innovation How to frame environment-related benefits with relevance to mainstream brands How to communicate with credibility and impact – and avoid "greenwashing" How to team up with stakeholders to maximize outreach to consumers How to use a life cycle orientation to ensure the integrity of one's offerings How to best take advantage of recent technological advances in social media Drawing on the latest data from leading researchers and reflecting on learnings from Ottman's corporate clients and other pioneers including GE, Nike, HSBC, Method, Starbucks, Timberland, HP, NatureWorks, Philips, Procter & Gamble, Stonyfield Farm and Wal-Mart, this book shows how market leaders are edging out the competition using effective value-first marketing strategies. This book captures the best of the author's previous groundbreaking books on green marketing and takes the content into the 21st century. Whereas earlier works focused on readers who were less familiar with green initiatives, this work squarely focuses on a new generation of marketers who likely themselves grew up with an appreciation of sustainability and who want and need to know how to connect effectively with mainstream consumers.

A compelling profile of an emerging Chinese competitor Chinese firms are reinventing their business models, their corporate cultures, and themselves, becoming global competitors who increasingly offer knowledge rather than cheap labour in their quest to join the ranks of the "world's best" companies. This book offers a compelling profile of the most ambitious of these emerging Chinese competitors, the Haier Corporation (the world's largest manufacturer of home appliances), and shares insights on how one organization has repeatedly reinvented its business model and corporate culture in an effort to sustain its success. Reinventing Giants provides an exclusive look within the Haier Corporation and shows how managerial accountability and responsibility have been repositioned at every level of the organization, with the core value of market-centricity, while aligning strategy on each level of management. It includes actual work reports that show this process in detail from the ground up. The authors emphasize how a belief in the liberation of employee talent has consistently been the driving force underlying Haier's success. Includes the remarkable story of Haier's turnaround and how these lessons can be applied to other organizations Contains information for any company grappling with competition in the global marketplace Shows how to liberate employees' talent to drive business success Written by Bill Fischer, Professor of Innovation Management at IMD in Switzerland, Umberto Lago, Professor of Management at Bologna University, Italy, and Fang Liu, Research Associate of IMD Reinventing Giants helps global managers rethink their own business models and accompanying corporate cultures in order to be able to apply Haier's lessons directly to their own organizations.

Sustainability Principles and Practice gives an accessible and comprehensive overview of the interdisciplinary field of sustainability. The focus is on furnishing solutions and equipping students with both conceptual understanding and technical skills. Each chapter explores one aspect of the field, first introducing concepts and presenting issues, then supplying tools for working toward solutions. Elements of sustainability are examined piece by piece, and coverage ranges over ecosystems, social equity, environmental justice, food, energy, product life cycles, cities, and more. Techniques for management and

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measurement as well as case studies from around the world are provided. The 3rd edition includes greater coverage of resilience and systems thinking, an update on the Anthropocene as a formal geological epoch, the latest research from the IPCC, and a greater focus on diversity and social equity, together with new details such as sustainable consumption, textiles recycling, microplastics, and net-zero concepts. The coverage in this edition has been expanded to include issues, solutions, and new case studies from around the world, including Europe, Asia, and the Global South. Chapters include further reading and discussion questions. The book is supported by a companion website with online links, annotated bibliography, glossary, white papers, and additional case studies, together with projects, research problems, and group activities, all of which focus on real-world problem-solving of sustainability issues. This textbook is designed to be used by undergraduate college and university students in sustainability degree programs and other programs in which sustainability is taught.

Solving today's environmental and sustainability challenges requires more than expertise and technology. Effective solutions will require that we engage with other people, wrestle with difficult questions, and learn how to adapt and make confident decisions despite uncertainty. We need new approaches to leadership that empower professionals at all levels to tackle wicked problems and work towards sustainability. Leadership for Sustainability gives readers perspective and skills for promoting creative and collaborative solutions. Blending systems thinking approaches with leadership techniques, it offers dozens of strategies and specific practices that build on the foundation of three main skills: connecting, collaborating, and adapting. Inspiring case studies show how the book's strategies and principles can be applied to diverse situations: Coordinating the activities of widely dispersed individuals and groups who may not even know they are connected, illustrated by the work of urban planners, local businesses, citizens, and other stakeholders advancing ambitious climate action goals via a Community Energy Plan in Arlington County, Virginia Collaborating with diverse stakeholders to span boundaries despite their differences of opinion, expertise, and culture, as illustrated by the bold actions of a social entrepreneur who transformed the global food service industry with the "plant-forward" movement Adapting to continuous change and confounding uncertainty, as a small nonprofit organization mobilizes partners to tackle poverty, water scarcity, sanitation, and climate change in rural India Readers will come away with a holistic understanding of how to lead from where they are by applying leadership principles and practices to a wide range of wicked situations. While the challenges we face are daunting, the authors argue that these situations present opportunities for creating a more just, healthy, and prosperous world.

Between the 18th and 19th centuries, Britain experienced massive leaps in technological, scientific, and economical advancement

Renew and Sustain is an innovative, profitable, socially and environmental conscious approach towards a sustainable future. The book discusses this method, what sustainability is and why it makes sense to implement these solutions. This is accomplished via dialog with specific case studies about sustainability and the value of being more sustainable.

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From the Publishers Weekly review: "Two experts from Yale tackle the business wake-up-call du jour-environmental responsibility-from every angle in this thorough, earnest guidebook: pragmatically, passionately, financially and historically. Though "no company the authors know of is on a truly long-term sustainable course," Esty and Winston label the forward-thinking, green-friendly (or at least green-acquainted) companies WaveMakers and set out to assess honestly their path toward environmental responsibility, and its impact on a company's bottom line, customers, suppliers and reputation. Following the evolution of business attitudes toward environmental concerns, Esty and Winston offer a series of fascinating plays by corporations such as Wal-Mart, GE and Chiquita (Banana), the bad guys who made good, and the good guys-watchdogs and industry associations, mostly-working behind the scenes. A vast number of topics huddle beneath the umbrella of threats to the earth, and many get a thorough analysis here: from global warming to electronic waste "take-back" legislation to subsidizing sustainable seafood. For the responsible business leader, this volume provides plenty of (organic) food for thought. "

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