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Managing By Harold

Managing Managing is Harold Geneen's story, of how he rose through executive positions until he became CEO of ITT, making ITT the greatest conglomerate in the world and almost defining the term 'multi-national'. ITT had over 250 profit centres and employed half a million people in 4 continents.

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Harold Geneen, a world-renowned business manager in his day who turned a faltering ITT into a giant

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conglomerate dealing with everything from 'Wonder Bread' to Avis cars-while sales skyrocketed from \$766 million to \$22 billion. His management techniques were so successful that ITT was dubbed "Geneen University".

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century, management can still learn from his insights." -Andrea Gabor, author, The Man Who Discovered Quality.

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