



Warren Buffett on Business: Principles from the Sage of Omaha

By Warren Buffett



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Warren Buffett is one of the most admired and prolific investors and managers in corporate America. *Warren Buffett on Business* is a timeless guide to strategies that can help you run a successful business. This book is a one-of-a-kind collection of Buffett's letters to the shareholders of Berkshire Hathaway written over the past few decades, and in a clear, simple style distills the basic principles of sound business practices.

Through Buffett's own remarkable words, this practical management handbook shares valuable insights on communicating with, and treating employees and shareholders fairly; responsible corporate governance; ethical behavior; patience and perseverance; admitting mistakes; and having a passion for work.

- Contains priceless pearls of business and management wisdom, woven into a delightful narrative
- Designed in an accessible manner and organized by business and management topics with strong lessons from Buffett
- Provides direct, hands-on information on major topics concerning managers, entrepreneurs, business students, and anyone interested in business

Informative and inspiring, this unique book puts Warren Buffett's business beliefs in perspective.



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Editorial Review

From the Inside Flap

THE NAME WARREN BUFFETT is synonymous with success and prosperity in the business world. There are many books written about how Buffett invests and how you can invest just like him—but this is not one of them. This book is not about how Buffett invests, but rather, it is about his highly successful business management principles and practices. It is about his way of communicating with and treating employees and shareholders fairly and honestly; responsible corporate governance; ethical behavior; patience and perseverance; admitting mistakes; having a passion for work; and having fun and a sense of humor. *Warren Buffett on Business* is a practical management handbook on the Buffett/Berkshire Hathaway model of effectively managing a business, large or small.

Drawing from carefully selected Berkshire Hathaway shareholders' letters written over four decades (1977–2008), Connors presents Buffett's own words on corporate culture, communication, risk management, time management, crisis management, executive compensation, capital allocation and management, and much, much more. Taken as a whole, they show that, when you strip it all away, effective business management the Warren Buffett way is remarkably obvious and simple. As Buffett himself describes his business principles, they are "simple, old, and few."

An informative and inspiring book on Berkshire Hathaway's business management practices, all in Warren Buffett's own words, *Warren Buffett on Business* provides direct, hands-on information on how to effectively manage a company that will connect with senior executives, managers, entrepreneurs, and business students.

From the Back Cover

The proven business principles of Warren Buffett—in his own words

Warren Buffett is one of the most admired and prolific investors and managers in corporate America. In this one-of-a-kind collection of Buffett's letters to the shareholders of Berkshire Hathaway, the "Sage of Omaha" reveals, in a clear, simple style, his basic management principles of sound business practices. Through Buffett's own remarkable words, this practical management handbook shares valuable insights on communicating with and treating employees and shareholders fairly; responsible corporate governance; ethical behavior; patience and perseverance; admitting mistakes; having a passion for work; and more. Richard Connors weaves Buffett's priceless pearls of business and management wisdom into an engaging narrative presented in an accessible manner and organized by business and management topics—with strong lessons from Buffett in every chapter.

Warren Buffett on Business provides direct, hands-on information on major topics important to senior executives, managers, entrepreneurs, business students, and anyone interested in business. Informative and inspiring, this unique book puts Warren Buffett's business beliefs in perspective and provides you with a timeless guide to the management strategies that will help you run a successful business.

About the Author

Richard J. Connors is a Registered Investment Advisor and owner of Connors Investment Management Company in St. Louis, Missouri. Beginning in 2006, he has presented a class on Warren Buffett at the Washington University in St. Louis Lifelong Learning Institute. He is a graduate of the University of Notre

Dame Business School and the St. Louis University School of Law.

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William Brown:

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