

Lessons From Century Club Companies: Managing for Long-Term Success

Vicki TenHaken



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Lessons From Century Club Companies: Managing for Long-Term Success Vicki TenHaken What does it take for a company to survive for 100 years in the United States? And which ones have? "Lessons from Century Club Companies" will give you the answers. This book describes the results of ten years of research into the unique management practices of companies that have prospered for over 100 years. Previous studies of corporate longevity, such as "Built to Last" and "The Living Company," profile a few very large, publicly-owned firms. But most companies over 100 years, as well as over 95 percent of all U.S. companies, are small- to medium-sized, private businesses. "Lessons from Century Club Companies" gives you – in the words of the companies and their leaders, themselves – the reasons for their remarkable performance over time. A must-read for leaders with the desire to manage for long-term success, and full of thought-provoking concepts for any business, young or old.

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