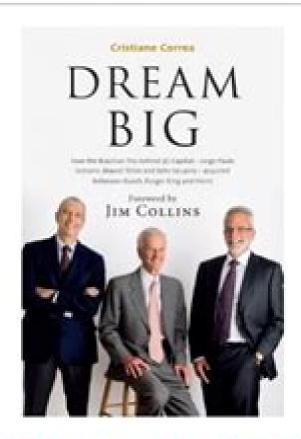
DREAM BIG: How the Brazilian Trio behind 3G Capital - Jorge Paulo Lemann, Marcel Telles and Beto Sicupira - acquired Anheuser-Busch, Burger King and Heinz



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Dream Big Cristiane Correa, 2017-09-07 The 3G Capital business model is based on philosophies of Goldman Sachs in finance and Walmart in retail It is a philosophy combining meritocracy and efficiency and gives the best workers the opportunities to become shareholders Following the merger of two of Brazil's largest brewers to form Ambev 3G s international expansion led to the founding of InBev and eventually to the purchase of Anheuser Busch and the creation of AB InBev the world's largest brewing company They have since become the owners of three other global American icons the Burger King hamburger chain and then Heinz and Kraft Foods together with their partner Warren Buffet's Berkshire Hathaway Subsequently they acquired control of SABMiller the world's second largest brewer and more recently have made an approach to acquire Unilever together with Berkshire Hathaway The culture forged by the trio who are 3G Capital is seen as highly effective by its admirers and overaggressive by its critics But there is little doubt that their approach has improved the performance of all of the companies in which they are involved and unlike many private equity companies 3G provides hands on management and remains committed for the long term Having been given unprecedented access to the trio and to over 100 people representing both sides of the negotiations the author presents a detailed behind the scenes portrait of the meteoric rise of three businessmen to their present role as managers of some the largest food and drinks companies in the world and how they have revolutionized all of the companies that they have acquired Time, Talent, Energy Michael C. Mankins, Eric Garton, 2017-02-14 Managing Your Scarcest Resources Business leaders know that the key to competitive success is smart management of scarce resources That s why companies allocate their financial capital so carefully But capital today is cheap and abundant no longer a source of advantage The truly scarce resources now are the time the talent and the energy of the people in your organization resources that are too often squandered There's plenty of advice about how to manage them but most of it focuses on individual actions What's really needed are organizational solutions that can unleash a company s full productive power and enable it to outpace competitors Building off of the popular Harvard Business Review article Your Scarcest Resource Michael Mankins and Eric Garton Bain Company experts in organizational design and effectiveness present new research into how you can liberate people s time talent and energy and unleash your organization s productive power They identify the specific causes of organizational drag the collection of institutional factors that slow things down decrease output and drain people s energy and then offer a pragmatic framework for how managers can overcome it With practical advice for using the framework and in depth examples of how the best companies manage their people s time talent and energy with as much discipline as they do their financial capital this book shows managers how to create a virtuous circle of high performance Marketing is Finance is Business Chris Burggraeve, 2019-06-08 Are global brands dead Does marketing still matter Is there still a secret sauce companies can apply to build winning brands in the future Chris will show why great marketing is so much more than pretty pictures and Silicon snake oil In his first book

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based brewer in 1989 They knew nothing about the beer industry but they were able to make money through an investment bank called Garantia 3 The American brewer Anheuser Busch was like a doting mother who let her spoiled children buy anything they wanted The InBev executives were well aware of these differences They made a deal with Anheuser Busch in 2006 to allow them to become Inbev s official importer in the US 4 The meeting was arranged for June 2 in Tampa Florida Lemann asked Busch to come unaccompanied by any advisers or consultants Telles would be with him Although Busch an heir who did not know his company well would be facing two experienced businessmen and former bankers he rashly agreed to this proposal

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