



Goldman Sachs: The Culture of Success

Lisa J. Endlich

Download now

[Click here](#) if your download doesn't start automatically

Goldman Sachs: The Culture of Success

Lisa J. Endlich

Goldman Sachs: The Culture of Success Lisa J. Endlich

The history, mystique, and remarkable success of Goldman Sachs, the world's premier investment bank, are examined in unprecedented depth in this fascinating and authoritative study. Former Goldman Sachs Vice President Lisa Endlich draws on an insider's knowledge and access to all levels of management to bring to life this unique company that has long mystified financial players and pundits.

The firm's spectacular ascent is traced in the context of its tenacious grip on its core values. Endlich shows how close client contact, teamwork, focus on long-term profitability rather than short-term opportunism, and the ability to recruit consistently some of the most talented people on Wall Street helped the firm generate a phenomenal \$3 billion in pretax profits in 1997. And she describes in detail the monumental events of 1998 that shook Goldman Sachs and the financial world.

Her book documents some of the most stunning accomplishments in modern American finance, as told through the careers of the gifted and insightful men who have led Goldman Sachs. It begins with Marcus Goldman, a German immigrant who in 1869 founded the firm in a lower Manhattan basement. After the turn of the century, we see his son Henry and his son-in-law Sam Sachs develop a full-service bank.

Sidney Weinberg, a kid from the streets, was initially hired as an assistant porter and became senior partner in 1930. We watch him as he steers the firm through the aftermath of the Crash and raises the Goldman Sachs name to national prominence. When he leaves in 1969 the firm has a solid-gold reputation and a first-class list of clients. We see his successor, Gus Levy, a trading wizard and in his day the best-known man on Wall Street, urging greater risk, inventing block trading (which revolutionized the exchanges), and psychologically preparing Goldman Sachs for the complex and perilous financial world that was the 1980s.

Endlich shows us how co-CEOs John Whitehead and John Weinberg turned the family firm into a highly professional international organization with a culture that was the envy of Wall Street. She shows as well how Steve Friedman and Robert Rubin brought the firm to the pinnacle of investment banking, increased annual profits from \$900 million to \$2.7 billion, and achieved dominance in most of the businesses in which the firm competes internationally. We see how Goldman Sachs weathered both an insider trading scandal and the fallout from its relationship with Robert Maxwell.

We are taken to the present day, as Jon Corzine and Hank Paulson lead the firm out of turmoil to face the most important decision ever placed before the partnership--the question of a public sale. For many years the leadership wrestled with the issue behind closed doors. Now, against the backdrop of unforeseen events, we witness the passionate debate that engulfed the entire partnership.

A rare and revealing look inside a great institution--the last private partnership on Wall Street--and inside the financial world at its highest levels.

 [Download Goldman Sachs: The Culture of Success ...pdf](#)

 [Read Online Goldman Sachs: The Culture of Success ...pdf](#)

Download and Read Free Online Goldman Sachs: The Culture of Success Lisa J. Endlich

From reader reviews:

Brian Freeman:

The book Goldman Sachs: The Culture of Success give you a sense of feeling enjoy for your spare time. You can use to make your capable far more increase. Book can to get your best friend when you getting strain or having big problem with your subject. If you can make reading a book Goldman Sachs: The Culture of Success to get your habit, you can get considerably more advantages, like add your capable, increase your knowledge about some or all subjects. You can know everything if you like available and read a publication Goldman Sachs: The Culture of Success. Kinds of book are a lot of. It means that, science e-book or encyclopedia or other individuals. So , how do you think about this e-book?

Christopher Decker:

The book untitled Goldman Sachs: The Culture of Success contain a lot of information on this. The writer explains your girlfriend idea with easy approach. The language is very straightforward all the people, so do definitely not worry, you can easy to read the idea. The book was published by famous author. The author gives you in the new era of literary works. It is easy to read this book because you can please read on your smart phone, or program, so you can read the book throughout anywhere and anytime. If you want to buy the e-book, you can open up their official web-site along with order it. Have a nice learn.

Nicolas Dandrea:

As we know that book is significant thing to add our expertise for everything. By a reserve we can know everything we wish. A book is a set of written, printed, illustrated or perhaps blank sheet. Every year seemed to be exactly added. This e-book Goldman Sachs: The Culture of Success was filled regarding science. Spend your free time to add your knowledge about your research competence. Some people has distinct feel when they reading some sort of book. If you know how big benefit from a book, you can truly feel enjoy to read a e-book. In the modern era like now, many ways to get book that you simply wanted.

Kristy Moore:

Reading a book make you to get more knowledge from that. You can take knowledge and information from your book. Book is published or printed or descriptive from each source that filled update of news. Within this modern era like right now, many ways to get information are available for you. From media social such as newspaper, magazines, science publication, encyclopedia, reference book, story and comic. You can add your understanding by that book. Are you hip to spend your spare time to spread out your book? Or just trying to find the Goldman Sachs: The Culture of Success when you required it?

**Download and Read Online Goldman Sachs: The Culture of Success
Lisa J. Endlich #0NG9O28UTXZ**

Read Goldman Sachs: The Culture of Success by Lisa J. Endlich for online ebook

Goldman Sachs: The Culture of Success by Lisa J. Endlich Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Goldman Sachs: The Culture of Success by Lisa J. Endlich books to read online.

Online Goldman Sachs: The Culture of Success by Lisa J. Endlich ebook PDF download

Goldman Sachs: The Culture of Success by Lisa J. Endlich Doc

Goldman Sachs: The Culture of Success by Lisa J. Endlich Mobipocket

Goldman Sachs: The Culture of Success by Lisa J. Endlich EPub