



# Warren Buffett's Management Secrets: Proven Tools for Personal and Business Success

*Mary Buffett, David Clark*

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Even in today's economic climate, when so many investors and major companies are failing, Warren Buffett continues to be successful in all aspects of his life. Mary Buffett and David Clark have written the first book ever to take an in-depth look at Warren Buffett's philosophies for personal and professional management -- what they are, how they work, and how you can use them.

Through close examination of Warren Buffett's life and career from his earliest days to now, Buffett and Clark shed light on his decision-making processes and reveal his strategies for keeping on track and maintaining focus. They examine Buffett's inimitable leadership qualities and explain how Warren integrated what he learned over time into a winning management formula and became not only the manager whom other managers want to emulate but also the second richest man in the world.

A true companion volume to Buffett and Clark's successful Buffettology series, *Warren Buffett's Management Secrets* is filled with anecdotes and quotes that show how Buffett's life philosophies are reflected in his business decisions and in the way he manages people and businesses. This insider's view into Warren Buffett's management techniques offers simple solutions for success to newcomers and seasoned Buffettologists alike and illustrates how and why success in business and life usually go hand in hand.

## Warren Buffett's Management Secrets: Proven Tools for Personal and Business Success Details

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## **From Reader Review Warren Buffett's Management Secrets: Proven Tools for Personal and Business Success for online ebook**

### **Viraj says**

Listened to the audiobook.

I was unaware that Warren Buffett actually was a student of Dale Carnegie. This book is an excellent summary of How to win friends and influence people (by Dale Carnegie), which, I feel, itself is a must read for everyone every few years...

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### **Daniel Bratell says**

Not impressed by this book. I am impressed by Warren Buffet, his philosophy (as I have understood it) as well as his success but this book feels like nothing but a way of making money out of Warren Buffet's name by packaging good general "management" advice (you catch more flies with honey than with salt for instance) as something unique for Warren Buffet.

The one redeeming factor is the few examples of how various advice have basis in actual decision or actions taken by Warren Buffet.

There are better books. Skip this one.

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### **Edikan Udoh says**

Buffet is indeed wise and reading off him is just as wise. Simply put great book

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### **Leticia says**

When this book (the audiobook) started, the relatively monotonous voice of Mary Buffett raised my sense of alarm. Oh no, I thought. This is going to be absolutely *terrible*. Happily, I was wrong. I persevered with it past the first chapter and actually really got into the swing of it.

Mary Buffett's title *Warren Buffett's Management Secrets* is a lovely introduction to the philosophies of, and lessons learned by, Warren Buffett. Populated by a whole lot of teeny little chapters, the book whizzes through finding managers, managing managers, paying managers, managing your company, managing yourself, and a whole lot of other things.

It was fascinating, end to end. Fascinating, and to the point, with not one ounce of bullshit to be found. Of greater import to me personally was hearing of the influence of a bunch of other key people with great things to say; people to whom Warren Buffett would go when *he* needs advice.

It was also interesting to learn about the people whom Buffett has studied. The great Dale Carnegie comes up

here. But I would also bet my bottom dollar that Buffett has been a student of works such as Wallace D. Wattle's *The Science of Being Great*.

Having read this book in two days (seriously, it would come in at an hour's duration, at most), my mission is now to go and find one of Buffett's remarkable managers and have a conversation. And in the interim, to read a bunch of Mary Buffett's other works.

Highly recommended for the company owners and startup types among you.

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### **Ambicashri says**

Many inspiring thoughts which can be applied in our life to improve our personnel as well as professional life.

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### **Sean Goh says**

Poor. The lionisation of Buffett in the blurb and intro (WB continues to be successful in ALL ASPECTS OF HIS LIFE) made a poor first impression, and the 2-page chapters that fill this slight volume are so touch and go it is quite hard to learn much from this book.

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Quotes of note:

In Warren's world bonuses are paid according to how much the manager truly improves the underlying economics of the business, not how much the underlying economics enhances the perceived performance of the manager.

There is nothing that kills the ambitions of a person as much as criticism from superiors. I never criticise anyone. I believe in giving people incentive to work. So I am anxious to praise but loath to find fault. If I like anything, I am hearty in my appreciation and hearty in my praise.

Don't speak to peoples' conscience (makes them feel guilty, avoid you). Speak to peoples' sense of greatness. Paint them a vision of what they can be.

Getting the other person to listen to you is the first step to winning any argument.

A direct order might work in the military, but in civilian life it can cause lingering bitterness that drags on performance. Making suggestions by asking questions might turn out better.

Only in fairy tales are emperors told that they are naked. Hire an adviser and his job likely becomes to advise you to do what you wanted to do in the first place.

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### **Otto Lehto says**

The main function of a book like this is to rid under-performing business executives, or aspirants to that

status, of any extra income they might have in their pockets, for example at an airport terminal. In this it succeeds.

The secondary function of a book like this is to teach learn-capable men and women how to think better, act better, plan better, and get psyched up, momentarily or permanently, by following the model of an exemplary leader (let's call it "emulative self-help"). Heeding advice, so they say, from a giant will make you able to become a giant yourself or, at least, learn to stand on the shoulders of the right ones.

Warren Buffett is certainly a good subject for such a book. Some tiny bit of his wisdom shines through here.

But it's too short, reeks of a cash-in, and offers more feel-good anecdotes than solid advice. I wouldn't call the sophistic wisdom peddled here wisdom, or even practicable "rules of thumb" - it's too ephemeral for that.

Unfortunately there's a market for these books, cashing in on some big name. If you see the book lying around at an airport terminal, read it; but don't encourage them with your money. Even if you give them all your money, you gain very little. I believe Mr. Buffett would call that a bad investment. Some of the best advice a stranger can give you.

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### **Sasidhar Yalavarthi says**

My takeaways from the book

It's always easier to adopt good proven practices. There is no need to reinvent the wheel for every little thing. But at the same time one needs to be creative

Think and act simple, simple, and simple

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### **Holly Halvorson says**

Best advice: "Praise by name, criticize by category."

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### **Vaishali says**

Very practical and hands~on.

Some quotes:

"We delegate almost to the point of abdication."

"Free and independent thinkers are masters of their own destiny."

"Praise is the gift that keeps on giving. Praise by name, criticize by category. If you must criticize personally, praise them first."

"No one likes to get a direct order, any more than they'd like to be told what to do... Give a suggestion branded as a question."

"(My) idea of a group discussion is looking in the mirror."

"(Employees) must be as honest as the day is long."

"Sell cheap, and tell the truth." ~ quoting the infamous Mrs. B.

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### **Ezra Crangle says**

Great book if you want to understand the management way of Warren Buffett. Also, it is helpful if you want to analyze the management of a company and if you want to start your own small business to understand a good tips to be an excellent manager. Or hire an excellent manager.

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### **MJ says**

"Our prototype for occupational fervor is the Catholic tailor who used his small savings of many years to finance a pilgrimage to the Vatican. When he returned, his parish held a special meeting to get his first-hand account of the pope. 'Tell us,' said the eager faithful, 'just what sort of fellow is he?' Our hero wasted no words: 'He's a 44 medium.'"

Two-thirds of the book retells Dale Carnegie's age-old secrets to finding success in business and life through Warren Buffett's own applications in managing Berkshire Hathaway. He doesn't shy away from crediting Carnegie, Greene, and other inspirations of his, of course.. and that doesn't diminish my review of the book whatsoever.

You won't find particularly hip, new fads or revelations for investing or managing people here. That's because good advice lasts the test of time. Warren stands on the shoulders of giants and it's worth it to follow suit and listen to his words of wisdom. "Some old dogs know all the tricks." -WB

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### **Kanwar says**

I enjoyed reading this because it is crystal clear. Maybe I will read this again for years to come. Just to remind myself. This is not a novel you like/dislike. These are rules for clarity in business and avoidance of resentment. Simple read.

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### **Puneet Kumar says**

I have just started my first job in corporate world. And I read this book recently. It was good to know the thought process of a great investor and to learn the basics of management.

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### **Dayini says**

Good, solid advice on financial life, managing others and Buffet-isms. It took a chapter and a half to get into, but the content made it worthwhile.

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