



**65% OF**  
FACE-TO-FACE  
COMMUNICATION  
IS NONVERBAL



**42 %**  
OF NEW PRODUCT  
LAUNCHES FAIL



A PRODUCT CAN BE  
LABELED AS "NEW" FOR  
**6 MONTHS**



A 5% PRICE INCREASE  
IS WORTH MORE THAN  
A 5% INCREASE IN  
MARKET SHARE



**60 MILLION CARS**  
ARE PRODUCED  
GLOBALLY EACH YEAR

# HOW BUSINESS WORKS



**20% OF SALES**  
CAN MAKE UP TO  
**80% OF PROFIT**



THE AVERAGE  
US COMPANY  
BOARD HAS  
**9.2 DIRECTORS**

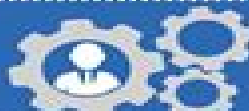


CHINA ACCOUNTS  
FOR ONE-FIFTH  
OF GLOBAL  
MANUFACTURING

## THE FACTS visually explained



**ONLY 13%**  
OF EMPLOYEES  
ARE FULLY COMMITTED  
TO THEIR JOBS



**90% OF FIRMS**  
SAY OUTSOURCING IS  
CRUCIAL TO GROWTH



**4 BILLION TREES**  
ARE CUT DOWN TO MAKE  
PAPER EACH YEAR



**80% OF**  
EXTERNAL CORPORATE  
FINANCE IS PROVIDED  
BY DOMESTIC BANKS

# How Business Works

**Alexandra Black**



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learners and leaders The book offers a fresh timely perspective on the way business is taught by organizing concepts around the unifying framework of value A serious textbook for serious business students this text addresses the quantitative and technical topics often glossed over in competing books such as risk versus return foreign exchange and the time value of money Written in a conversational easy to read style How Business Works is more than an outstanding textbook it provides transformational learning and teaching experiences Robert Kemp DBA CPA is the Ramon W Breeden Sr Research Professor at the McIntire School of Commerce University of Virginia During his 30 years at the school he has taught numerous undergraduate and graduate courses as well as executives around the world His scholarly works include over 70 completed projects including books monographs articles cases and working papers He has worked with and taught for organizations such as Navigant Bank of America Wellington Management Ernst Young the Russian Bankers Association and other prestigious organizations He is a Certified Public Accountant and possesses a baccalaureate masters and doctorate in business administration Adam Kemp CPA has worked over 15 years in the fields of accounting and taxation in the private and public sectors His experience covers state local federal and international taxation of corporations flow through entities and non profits Mr Kemp has worked with some of the largest organizations in the United States including Sallie Mae MCI and the PCAOB He has drafted guidance and provided instruction on various topics such as nexus standards alternative tax systems and deductible versus capital expenditures Mr Kemp is a Certified Public Accountant and holds a bachelor s of science in accounting from the University of Virginia and master of professional accounting in taxation from the University of Texas at Austin Kelley Kemp JD Esq is a practicing attorney in central Virginia assisting clients in criminal and civil matters She also serves as an adjunct instructor at various colleges teaching courses on a variety of legal topics Prior to becoming an attorney Ms Kemp worked in the field of securities regulation at FINRA formerly NASD Ms Kemp received her bachelor s degree from the University of Virginia and attended law school at the Washington College of Law at American University

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## **How Business Works** Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**How Business Works**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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