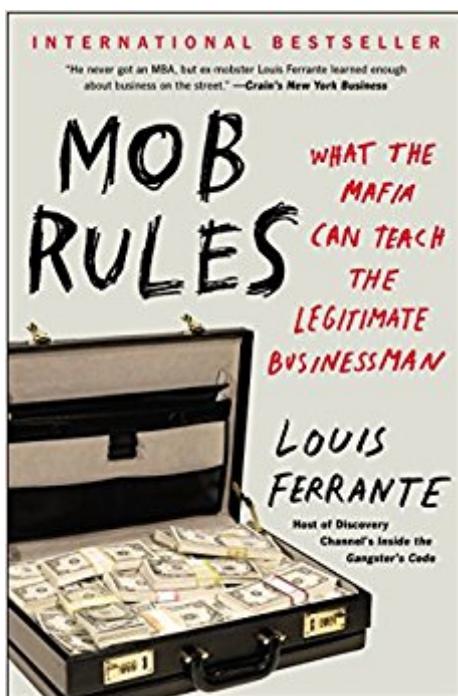


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Mob Rules: What The Mafia Can Teach The Legitimate Businessman



Synopsis

Mob Rules is an INTERNATIONAL BESTSELLER, translated into 15 languages."Ferrante draws on an extensive knowledge of world events, Mob lore, and personal experience to deliver an engrossing effort that reads like a rousing memoir, meditation on world history, and Mafia exposÃ© all in one."Kirkus ReviewsFormer mobster turned writer Louis Ferrante reveals the surprisingly effective management techniques of organized crime and explains how to apply them in any legitimate business. Ferrante ran his own crew within the Gambino Crime Family, and masterminded some of the biggest heists in U.S. history. His talent for management was the key to his success on the streets. Now he offers time-tested Mafia wisdom based on true stories. As a testament to the book's expert business advice, Mob Rules was nominated for the 800-CEO-READ Business Book Awards.

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Customer Reviews

Ferrante shares cogent advice for employees, middle managers, and bosses. A colorful and surprisingly practical business primer. Publishers Weekly One of the wisest and wittiest collections of reflections on life and business ever penned by a wiseguy. Fort Worth Star-Telegram

An excellent example for business wisdom seekers. Ferrante shares cogent business advice for employees, middle managers, and bosses. A colorful and surprisingly practical business primer.

-----Publishers Weekly Ferrante draws on an extensive knowledge of world events, mob lore, and personal experience to deliver an engrossing effort that reads like a rousing memoir, meditation on world history and mafia expose all in one. ----Kirkus Reviews "[Mob Rules] pours out spicy tales of Mob lore to make its management points, an approach most execs couldn't refuse." ----New York Post 3/20/11. "Wiseguy's Wisdom. Worthwhile, sometimes humorous tips on how to succeed in business." ---New York Daily News "He never got an M.B.A. but ex-mobster Louis Ferrante learned enough about business on the street."Ã Ã ----Crain's New York Business "Former Gambino family associate Louis Ferrante has delivered one of the wisest and wittiest collections of reflections on life and business ever penned by a wiseguy."----Fort Worth Star-Telegram "The Mafia Management Guru."----BusinessWeek "Leadership lessons from the mob. Ferrante's book is worth the read...colorful tales of mob life."----Forbes "Useful lessons for entrepreneurs and even middle managers."----London Financial Times "Mob Rules is packed with case studies highlighting the techniques of great practitioners (with) historical insights."----The Week (London) "Mob Rules is a collection of lessons that can be gleaned from the long and colourful history of the Mob and applied to the legal business world." ----CTV Canada "Mob Rules lays out the ways the rules of the Mafia can be applied in pursuit of straight-world success, injecting historical parallels and real-life anecdotes along the way."----New York Post 6/13/11 "It's very rare when someone from Lou's world has the heart of a writer. Criminal experiences don't usually lead to great insights. Louis Ferrante is different-his talent for storytelling shines through in Mob Rules."----Nicholas Pileggi, author of Wiseguy and Casino "Louis Ferrante is a wise guy in every possible sense of the word. His wisdom is extraordinary and his writing style immaculate." -David Black, screenwriter and producer for Law & Order "I knew John Gotti better than anyone, and if he were alive today, Mob Rules would be his favorite book."----George "Fat George" DiBello, caretaker of John Gotti's South Queens social club during the don's reign "Finally, Lou brings all of the Mafia's wisdom and business acumen together in Mob Rules and shows readers how they can apply the mob's best practices to their own businesses."----Rita Gigante, daughter of the late mob boss Vincent "The Chin" Gigante --This text refers to an out of print or unavailable edition of this title.

I watched The Sopranos when it was first aired many years ago, and recently re-watched the whole series. I wanted to learn more about the mafia via a nonfictional account, and this book seemed to fit the bill. My conclusion is that if you want to learn truly surprising things about the mafia, you may be disappointed. The mafia essentially is what you may think it is - a business. Some people in the mafia are much more skilled than others, and they often become quite successful. The particular set

of skills you need to be successful in the mafia are essentially the same as in any other business, so the book doesn't really offer anything new there. Of course, unlike legitimate businesses, the obvious difference is that the mafia is intentionally a criminal business, sometimes employing threat of violence, violence, and murder as tactics. In that regard, even after finishing this book, I'm no closer to understanding how disciplined business acumen and the associated people skills can be cognitively reconciled with routine violence and murder. Perhaps I've been too sheltered, having spent my career mainly working with professional engineers on public works projects. And I think it's pretty clear that, after 'going straight', the author himself has some ambivalence here, at times admiring the mafia, at other times condemning its criminal aspects. At the end of the book, the author also suggests that this kind of ambivalence isn't uncommon among mobsters - especially the more accomplished ones - but they probably need to keep it under the surface in order to continue functioning in the lives they've chosen to live. Overall, I'd say that the book is certainly entertaining and sometimes fascinating. It can also be educational with respect to business lessons, but the lessons will generally already be well known to seasoned business people.

I have always found the way the Mafia runs their businesses fascinating and not unlike many who are managing or who own businesses and have read several books on it. I love how Mr. Ferrante writes about the comparisons of legal businesses and illegal business and how it really isn't that different other than the obvious reasons. You can easily incorporate some of the lessons Mr. Ferrante writes about into your own business. You do not have to be running a business or own a business to gain valuable insight that you can use in your every day life. This is a well written book that besides learning valuable lessons is also entertaining.

Louis Ferrante has written an extremely helpful book of proper conduct and advice for survival as a businessman or employee in the corporate world. He draws great parallels to mob efficiency and conduct, past and present day. There is a ton of common sense in this book. It took me more than three decades in the corporate world to learn what Mr. Ferrante put in his book. One other mention, Mr. Ferrante's account of mafia and Roman history is very accurate and he does a masterful job of using examples of how they correlate in business. Following Mr. Ferrante's Mob Rules and advice will help you be a better businessman and survivor in the dog-eat-dog workplace. Highly recommended and a real page turner too.

This was a fantastic read. Very easy to read and moves along very quickly. I would give this a much

higher rating if it would go into just as much depth with the Business side as it does with the Mob side. The application to business is very small at the end of the section. It leaves a lot to the individual to fill in based off of the aforementioned example. Beautiful job blending the two types of businesses though.

Well done. If you relate to this book, as I did, you would have to agree that nothing like this has been penned...past or present...nor will anything, in my opinion, be written by a man that is humble enough and has the experience, wisdom, and honesty to drop his gun and pick up a pen. Page by page, word by word, while reading this book I actually felt like my mind was being read. I have never been jealous of what another man has...just interested in how he got there. If you have made your own way in business and life, and you are not entitled or lazy, then you will appreciate how Lou Ferrante got there. Well done!

Positives: well considered reflections, engaging writing, really liked how lessons spanned both personal leadership and people leadership. A central theme is the importance of honor and character. Negatives: as with other books that are a collection of lessons, it's tough to feel you learned anything deeply. If you like collection of lessons writing though, this is a good one.

Mr. Ferrante's book is a useful, practical & true book about how to conduct ones self in business (and life). I am going to read it again right away and maybe again after that to burn more of these rules into my mind & behavior. The book is much, much, much better than the crappy 'how to succeed in business' genre of books or the pompous Jack Welch style 'I'm rich so I was great' books.

Just finished this book and like "Unlocked", I could not put it down. Very good advice and wisdom that many of us do not realize day to day in our jobs. The parallels Lou gives between life in the Mafia and life in legitimate business are truly thought provoking. I also really learned so much in the way he refers to history and the mistakes made by so many in power (not just Mafia bosses but leaders of countries, corporations and such) and how those same mistakes are made today. The book is very well written with much wisdom and thought blended in to really make the reader think about how they not only conduct themselves in their profession but their personal lives as well. I highly recommend this book as well as Lou's previous work "Unlocked". Lou is an extremely talented and gifted writer and I certainly hope he gives us another great piece of work because I

know it will be well worth the money.

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