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Charles Koch
discusses his
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y to discover customers Va preferences and the best ways to satisfy them. Good profit is what follows when long-term value is created for customers, employees, shareholders, and society.

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through ow subsidies Value exemptions, and credits eg Built sticking with this principle throughout their companies, they continue to earn good profits and succeed.

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Business, an imprint of the Crown Publishing Group thers Built division of Penguin Random House LLC. It was published in the United Kingdom by Piatkus. It is a follow-up to a 2007 book by Koch called The Page 16/42

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(aka 'badw profit'). But more than that, the authors Built presents insights about economic freedom to set up his businessies management ideal, Principled Entre preneurship.

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value forw customers in way that helps them improve their lives. Good profit the result of nnovations that customers freely vote for with their own dollars; it's the result of business Page 23/42

decisions that create long term value for everyo ne--customers, employees, shareholders, and society.

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it into lumber)
or creative...

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the most profit, rather than what adds the most երըսթերers Built people's lives. For example, milk chocolate companies spend millions on advertising to get people to buy chocolates, even though their products Page 29/42

are really just sugar at the end of the day.

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how to make money by keeping morals and showing Built consideration for others. It does have a high degree of subjectification so T would recommend anyone reading this to compare it against other Page 31/42

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employees are empowered to act entrepreneuriall y to discover uilt customers? preferences and the best ways to satisfy them. Good profit is what follows when long-term value is created for customers, employees, Page 34/42

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for four ow customers while consuming fewer resources and ullt always acting lawfully and with integrity. Good profit comes from s making a contribution in society-not from corporate welfare or other Page 36/42

ways of taking advantage of people."

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father's company and began the process of growing it from a \$21 million start-up into a qlobal corporation with revenues of about \$115 billion, according to Forbes. ..

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