



Goldman Sachs : The Culture of Success

Lisa Endlich

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Former Goldman Sachs Vice President Lisa Endlich draws on an insider's knowledge to bring to life this unique company and the most stunning accomplishments in modern American finance.

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.

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.

This is 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.

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