

Leverage In The Desert The Birth Of Private Equity In The Middle East

In 2017, Arif Naqvi and The Abraaj Group were on the brink of changing the world of private equity. Abraaj was a pioneer of a new model of impact investing built on the idea that making money and doing good are not mutually exclusive. It had helped transform communities and companies across the Middle East, Asia, Africa and Latin America by investing in healthcare, education and clean energy, and in 2017 it was on the threshold of closing a new fund that would provide \$6 billion worth of investment to these emerging markets. But then it all came crashing down. On 10 April 2019, after landing at London Heathrow, Naqvi was arrested on fraud charges. He is facing extradition to the United States and a potential prison sentence of up to 291 years if he is found guilty. The dominant media narrative has painted Naqvi as a thief and fraudster, the so-called key man in an organised criminal conspiracy. But in this explosive new book, which is based on extensive research and interviews with key players, Brian Brivati discovers that things are not quite what they seem and finds that in this case of alleged fraud there is actually no money missing. Icarus explores how Abraaj found itself caught in the middle of a geopolitical war between the United States and China and when it would not bow to the whims of these global behemoths, economic hitmen tried to wipe it out.

The authors of this book identify the central features of effective, time-limited interventions for individuals, couples, families, and groups. Taking a developmental approach to treatment, they explain how brief therapy can help at different times in a patient's life, as changes and transitions bring on new stresses and challenges. A practical framework is provided for selecting and screening patients, rapidly finding a focus for clinical work, and making optimal use of available time.

What if there were a book that: Proved you could DO well and BE well simultaneously? Taught you how to customize the 18 spokes of what TOTAL well-being looks like for YOU? Shared surprising secrets of how the greatest leaders in the world are using well-being to drive personal and career success? Helped you create a 360 degree up-leveling of your life so that you can turbo-charge achieving everything you want? Reinvent the Wheel is that book! Join breakout author Megan McNealy and 18 CEOs and Founders on a well-being and success journey that will change your life forever. In Reinvent the Wheel, McNealy takes on the mistaken belief, pervasive in our workplaces, that doing well is more important than being well. In executive summary style, with to-the-point research combined with poignant stories, McNealy shows that well-being, in fact, drives, promotes and accelerates success. The secret sauce of Reinvent the Wheel is a simple, yet powerful image, the Well Being Wheel, created by McNealy to reinforce her revolutionary process for achieving total well-being. Created to restore her own well-being and turbo-charge her success, the Well Being Wheel

is used by thousands of business high-achievers as a tool for optimizing their health, happiness, and work performance. Each succinct chapter highlights a spoke of the Wheel: 6 for BODY 6 for MIND 6 for SPIRIT Along with instructions to readers for customizing the 18 spokes for themselves, the book features exclusive interviews and original content from 18 well-being fueled "Exceptional Executives," CEOs, founders and entrepreneurs who master and leverage these different aspects of well-being, and consistently show up in breakout mode. With surprising candor and openness, the Exceptional Executives share their secrets to well-being, and include, among others: John Mackey, Co-founder of Whole Foods Market, Steven Rice, Chief Human Resources Officer, Bill and Melinda Gates Foundation, Kara Goldin, Founder and CEO of Hint, Inc., Chip Conley, Founder of Joie de Vivre Hotels, Gopi Kallayil, Chief Evangelist of Brand Marketing at Google, and Robyn Denholm, CFO Telstra Corporation and Chairman of the Board of Tesla. Their behind-the-scenes strategies inspire the reader to up-level their belief in what level of success, in business and life, is possible.

Chris Voss is a FBI negotiator with over two decades of experience working in the field, and a long second career teaching at Georgetown University and USC. In his book, *Never Split the Difference: Negotiating As If Your Life Depended On It*, Voss brings the reader right into the exhilarating world of crisis negotiations, starting each chapter with a thrilling case where he or one of his colleagues had to negotiate to save someone's life. His captivating accounts include kidnappings, hostage situations, and humorously a trip to the car dealership to haggle for a new truck.

This is a multi-disciplinary contribution to the burgeoning literature on and around mega-events in general and sports mega-events in particular. The volume is not specifically about mega-events or their management, but rather how such events act as a lens through which a number of important and critical questions about the decisions to host, the host nation, its society and the politics of culture, sport and leisure more broadly can be dealt with. In doing so this book seeks to build on, and out from initial work on (sports) mega events by acknowledging the major shift towards 'emerging' states awarded such events since 2006 and incorporating the latest advances in research that have taken place in recent years. For example, debates about what constitutes a 'mega-event', what is meant by a 'legacy', what is 'soft power' and so on are dealt with from a team of leading academics from a variety of academic disciplines. This book was previously published as a special issue of *Leisure Studies*.

This edited text compiles advanced material relating to strategy and marketing in the field of sports business. Featuring contributions from experts across the sports business field, the book approaches strategy from the standpoint of managing and marketing a brand. With integrated current-day examples highlighting practices and issues, as well as 'real-world' applied video cases, this book is ideal for marketing students and sports business practitioners looking to gain strategic insights into the industry.

"These 'idea maps' provide part of the context for the planning which PLACESConsulting will develop a five-year Tourism Strategic Plan for Scottsdale. There are three significant structural differences between [Air Force Lt. Col. John] Warden's approach to Strategic Planning and traditional SWOT analysis. First, the methods are grounded in science of systems thinking.... Second, the entire process is future focused.... Third, it is designed to impact points of leverage in the system, in what Warden calls 'fast time' to maximize the opportunity for system change.... Systems thinking is the basis of our contemporary understanding of biological systems, of how our bodies work and increasingly, how to create better places ... [and] how to create better lives because we live in better places"--Page 49.

The fourth volume in the established Energy from the Desert series examines and evaluates the potential and feasibility of Very Large Scale Photovoltaic Power Generation (VLS-PV) systems, which have capacities ranging from several megawatts to gigawatts, and to develop practical project proposals toward implementing the VLS-PV systems in the future. It comprehensively analyses all major issues involved in such large scale applications, based on the latest scientific and technological developments by means of close international co-operation with experts from different countries. From the perspective of the global energy situation, global warming, and other environmental issues, it is apparent that VLS-PV systems can: contribute substantially to global energy needs become economically and technologically feasible soon contribute significantly to global environmental protection contribute significantly to socio-economic development This book recognises that very large scale solar electricity generation provides economic, social and environmental benefits, security of electricity supply and fair access to affordable and sustainable energy solutions and that VLS-PV systems must be one of the promising options for large-scale deployment of PV systems and renewable energy technologies.

Chronicles the efforts of the men and women who dedicated their lives to protecting the United States' natural heritage and includes step-by-step instructions on how to build a birdfeeder, conduct a water quality survey, start a compost pile and more. Original.

Presents the state of the technology and points to future directions for semantic computing Semantic computing, a rapidly evolving interdisciplinary field, seeks to structure, design, and manipulate computer content to better satisfy the needs and intentions of users and create a more meaningful user experience. This remarkable contributed work examines the art, engineering, technology, and applications of the field. Moreover, it brings together researchers from such disciplines as natural language processing, software engineering, multimedia semantics, semantic Web, signal processing, and pattern recognition in order to provide a single source that presents the state of the technology and points to new breakthroughs on the horizon. Semantic Computing begins with an introduction that explores the concepts, technology,

applications, and future of semantic computing. Next, the book is divided into four parts: Part One: Semantic Analysis Part Two: Semantic Languages and Integration Part Three: Semantic Applications Part Four: Semantic Programming and Interface As readers progress through the book, they,ll learn not only the underlying science, but also the fundamental technological building blocks of semantic computing. Moreover, they,ll discover a variety of cross-disciplinary solutions to current computing and communication problems. Throughout the book, references to the primary literature enable further investigation of each individual topic. Semantic Computing is ideal for industrial managers, researchers, and engineers seeking to design the next generation of computing systems in order to better meet user needs. It is also recommended as a textbook for senior undergraduate and graduate-level semantic computing courses. During the Vietnam War, the United States embarked on an unusual crusade on behalf of the government of South Vietnam. Known as the pacification program, it sought to help South Vietnam's government take root and survive as an independent, legitimate entity by defeating communist insurgents and promoting economic development and political reforms. In this book, Richard Hunt provides the first comprehensive history of America's "battle for hearts and minds," the distinctive blending of military and political approaches that took aim at the essence of the struggle between North and South Vietnam.Hunt concentrates on the American role, setting pacification in the larger political context of nation building. He describes the search for the best combination of military and political action, incorporating analysis of the controversial Phoenix program, and illuminates the difficulties the Americans encountered with their sometimes reluctant ally. The author explains how hard it was to get the U.S. Army involved in pacification and shows the struggle to yoke divergent organizations (military, civilian, and intelligence agencies) to serve one common goal. The greatest challenge of all was to persuade a surrogate--the Saigon government--to carry out programs and to make reforms conceived of by American officials.The book concludes with a careful assessment of pacification's successes and failures. Would the Saigon government have flourished if there had been more time to consolidate the gains of pacification? Or was the regime so fundamentally flawed that its demise was preordained by its internal contradictions? This pathbreaking book offers startling and provocative answers to these and other important questions about our Vietnam experience.

This monograph discusses the importance of the Enhanced Readiness Brigades to Total Army missions of the future. Participation on the modern battlefield in a force projection Army will be very difficult for these National Guard Brigades and their leaders considering the current structure and training deficiencies. This monograph examines these problems and proposes solutions that will enable the Enhanced Readiness Brigades to become a viable force for executing either state or federal missions. This monograph first examines the history of the National Guard Roundout Brigades, specifically that the Army designed them for a European scenario versus the Warsaw Pact. Next, this paper discusses the National Guard training environment and its distractions. It continues with an overview of the mobilization of three Roundout Brigades in Operation Desert Storm and the reaction of the U.S. Congress and Army to the perceived failure of the Roundout concept. Then it assesses the adopted solutions

to fix this problem, specifically some legislation, Bold Shift, and the Enhanced Readiness Brigade design and mission.

An in-depth look at the tools, techniques, and tactics used in computer forensics The New Forensics introduces readers to the world of business forensics, using interesting vignettes, interviews, and actual crime reports. It examines recent cases in which the use of computer forensics led to evidence linking executives to fraud and covers issues such as the theft of trade secrets, the use of data mining, money laundering, and other types of theft and fraud. Author Joe Anastasi, a well-respected leader in computer and business forensics, leads the reader on a shadowy journey through top-secret government offices and real-life business investigations while covering the moral and legal issues surrounding corporate crime. Case studies, stories, and interviews help highlight important issues and move the book out of the theoretical into the realm of actual practice. Joe Anastasi (San Francisco, CA) serves as the Global Leader for Deloitte Forensics, which includes the operation of several Cybercrime Computer Forensics labs located around the world. He is a member of the High-Tech Crime Investigation Association and the Association of Certified Fraud Examiners.

This collection of essays introduces Rev. Sun Myung Moon's contribution to the promotion of World Peace through an introduction to his thought system known as Unification Thought, and through a presentation of his numerous projects aimed at conflict transformation. It consists of a series of essays that follow a logical sequence including an introduction to Unification Thought, a survey of peace studies and essays on foundational contributors to peace studies and Reverend Moon's own enlightening contributions to the discipline including his approach to relations with Pyongyang.

Soviet perceptions of U.S. strategy remained remarkably consistent from the post-Stalin period through the collapse of communism in Eastern Europe and the Soviet Union itself. The consistency of the Soviet tendency to engage in the 'mirror-image' fallacy in their analyses of U.S. doctrine and strategic intentions has profound implications for the future relationship of the U.S. and the now-independent republics. This authoritative volume analyzes the Soviet/Russian perspectives of U.S. strategic evolution from the declaration of the 'massive retaliation' doctrine of 1954 through the Soviet collapse of 1991. The Soviets considered the growth of their strategic nuclear arsenal as the main factor giving them political leverage over U.S. foreign policy and predicted that a defense policy based on strategic defense would be the most effective deterrent from a Soviet perspective. Now the Russian military and political leadership places a high value on strategic nuclear forces in terms of political leverage and prestige. Building upon a wide variety of international sources, the Lockwoods offer a penetrating assessment of how the present Russian perspective will affect political relationships, not only with the U.S. and the West, but also among the independent republics. This factor will become ever more critical as they vie for decentralized versus unified control of what was the Soviet nuclear arsenal under the shadow of the collapsing economies. The authors also introduce a new theory concerning the future impact of ballistic missile defense on operational warfare in light of the U.S. experience in Operation Desert Storm. The Russian View of U.S. Strategy provides a comprehensive historical context and an up-to-date appraisal of an uncertain and potentially volatile development in U.S.-Russian relations. It will be of interest to historians, policymakers, and military analysts.

From Kazakhstan's most celebrated author comes his powerful and timely English-language debut about a fisherman's struggle to save the Aral Sea, and its way of life, from man-made ecological disaster. Unfolding on the vast grasslands of the steppes of Kazakhstan before its independence from the USSR, this haunting novel limns the struggles of the world through the eyes of Nasyr, a simple fisherman and village elder, and his resolute son, Kakharman. Both father and son confront the terrible future that is coming to the poisoned Aral Sea. Once the fourth largest lake on earth, it is now an impending environmental catastrophe. Starved of water by grand Soviet agricultural schemes, the sea is drying out, and the land around it is turning into a salt desert. The livelihood of the fishermen who live on its shores is collapsing. Vanishing with the water is a whole way of life. Despite overwhelming odds, Kakharman wages a battle against an indifferent bureaucracy, while Nasyr looks to Allah for guidance. Without the support of neighbors, who have lost hope, Kakharman must travail alone to rescue what literally gives them life. Even as the consequences mount, his quixotic fight proves more daunting. Even the sea itself seems to roil in despair. In the face of despair, the unwavering convictions of these soulful individuals offer hope. Rollan Seisenbayev takes readers on a cautionary, elegiac, and deeply compassionate journey into what it means to be human--to care and to fight against devastating odds. May humankind heed his warning cry.

Ebook: Fundamentals of Corporate Finance, Middle East Edition

“Skyrm makes complex financial scenarios accessible to all interested readers in an informative and entertaining manner. We can all learn something from this book.” —Thomas Peterffy, Chairman, CEO, and President of Interactive Brokers “Skyrm put together the story of MF Global like no one else could in providing the ultimate autopsy covering destructive financial engineering that’s played such a big role in our capital markets.” —Lawrence G. McDonald, New York Times best selling author of A COLOSSAL FAILURE OF COMMON SENSE “God is in the details...first come the reporters, then the lawyers. Skyrm’s book is the necessary antidote. Only someone who has ‘done’ it can explain it. Perhaps the best ‘counterfactual’ rationale for reading The Money Noose: If John Corzine had been able to before, there would likely have been no after.” —Stan Jonas, Managing Partner, Axiom Management Partners In 2010, President Barack Obama signed into law the Dodd-Frank Wall Street Reform and Consumer Protection Act. MF Global was bankrupt less than a year after the law’s passage. THE MONEY NOOSE is a general accounting of the facts that led to MF Global’s collapse, as well as the story of the major players involved. It is a chaotic story, one in which individual actions taken in and of themselves are relatively minor. But the sum of those individual actions equal the same end result. This book is designed to tell the story of MF Global, what went wrong and how things came to an abrupt end. In those regards, it’s an incredible story.

"This 4th volume in the established Energy From The Desert series examines and evaluates the potential and feasibility of Very Large Scale Photovoltaic Power Generation (VLS-PV) systems, which have capacities ranging from several megawatts to gigawatts, and to develop practical project proposals toward implementing the VLS-PV systems in the future. Comprehensively analysing all major issues involved in such large scale applications, based on the latest scientific and technological developments

and by means of close international co-operation with experts from different countries. From the perspective of the global energy situation, global warming, and other environmental issues, it is apparent that VLS-PV systems can: contribute substantially to global energy needs; become economically and technologically feasible soon; contribute significantly to the global environment protection; contribute significantly to socio-economic development. Energy policies around the world are gradually changing direction to focus less on nuclear energy with the expectation to turn to denuclearization entirely with the negative impacts of nuclear energy, while in parallel the importance of and expectations for renewable energy technologies are increasing drastically as possible energy infrastructure, as well as environmental friendly technology. This book recognises that very large scale solar electricity generation provides economic, social and environmental benefits, security of electricity supply and fair access to affordable and sustainable energy solutions and that VLS-PV systems must be one of the promising options for large-scale deployment of PV systems and renewable energy technologies"--

Paul Bambrick-Santoyo (Managing Director of Uncommon Schools) shows leaders how they can raise their schools to greatness by following a core set of principles. These seven principles, or "levers," allow for consistent, transformational, and replicable growth. With intentional focus on these areas, leaders will leverage much more learning from the same amount of time investment. Fundamentally, each of these seven levers answers the core questions of school leadership: What should an effective leader do, and how and when should they do it. Aimed at all levels of school leadership, the book is for any principal, superintendent, or educator who wants to be a transformational leader. The book includes 30 video clips of top-tier leaders in action. These videos bring great schools to you, and support a deeper understanding of both the components of success and how it looks as a whole. There are also many helpful rubrics, extensive professional development tools, calendars, and templates. Explores the core principles of effective leadership Author's charter school, North Star Academy in Newark, New Jersey, received the highest possible award given by the U.S. Department of Education; the National Blue Ribbon Print version includes an instructive DVD with 30 video clips to show how it looks in real life. E-book customers: please note that details on how to access the content from the DVD may be found in the e-book Table of Contents. Please see the section: "How to Access DVD Contents" Bambrick-Santoyo has trained more than 1,800 school leaders nationwide in his work at Uncommon Schools and is a recognized expert on transforming schools to achieve extraordinary results.

An insider's glimpse into the leveraged buyout of Inchcape Middle East (IME), a transaction that paved the way for private equity to emerge as a multi-billion dollar business in the Middle East region. The detailed background on the acquisition of IME. How US\$ 5 million in equity was leveraged to acquire a major portfolio valued at US\$ 150 million. Leverage in the Desert is an important study how the transaction was pulled off, what role the investment bank played and how the deficit helped in the negotiating process. The deal has gone down in history as a landmark transaction and one of the biggest upsets the Middle East has ever seen. The lessons are valuable to anybody with interest in the Middle East region.

Arguing against most scholars of business ethics who have articulated a set of moral principles and applied them to problems

faced by business people, Richard Lippke steers away from offering moral directives. In *Radical Business Ethics*, he develops a more comprehensive perspective on business issues that is tied to larger questions of social justice. Analyzing a select group of timely issues such as advertising, employee privacy, and insider trading in the context of debates about the nature of the just society, Lippke argues that the most plausible theory of justice is one whose implications are highly critical of many features of advanced capitalist societies. *Radical Business Ethics* will be an eye-opening book for students and scholars of ethics, and anyone interested in the role business plays in a just society.

In *Asymmetric Returns*, financial expert Alexander Ineichen elevates the critical discussion about alpha versus beta and absolute returns versus relative returns. He argues that controlling downside volatility is a key element in asset management if sustainable positive compounding of capital and financial survival are major objectives. Achieving sustainable positive absolute returns are the result of taking and managing risk wisely, that is, an active risk management process where risk is defined in absolute terms and changes in the market place are accounted for. The result of an active risk management process-when successful-is an asymmetric return profile, that is, more and higher returns on the upside and fewer and lower returns on the downside. Ineichen claims that achieving *Asymmetric Returns* is the future of active asset management. Alexander M. Ineichen, CFA, CAIA, is Managing Director and Senior Investment Officer for the Alternative Investment Solutions team, a key provider within Alternative and Quantitative Investments, itself a business within UBS Global Asset Management. He is also on the Board of Directors of the Chartered Alternative Investment Analyst Association (CAIAA). Ineichen is the author of the two UBS research publications *In Search of Alpha—Investing in Hedge Funds* (October 2000) and *The Search for Alpha Continues—Do Fund of Hedge Funds Add Value?* (September 2001). As of 2006 these two reports were the most often printed research papers in the documented history of UBS. He is also author of the widely popular *Absolute Returns—The Risk and Opportunities of Hedge Fund Investing*, also published by John Wiley & Sons.

ETHS alumna of 1961, Jean Krasno edits and writes authoritatively on the United Nations.

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