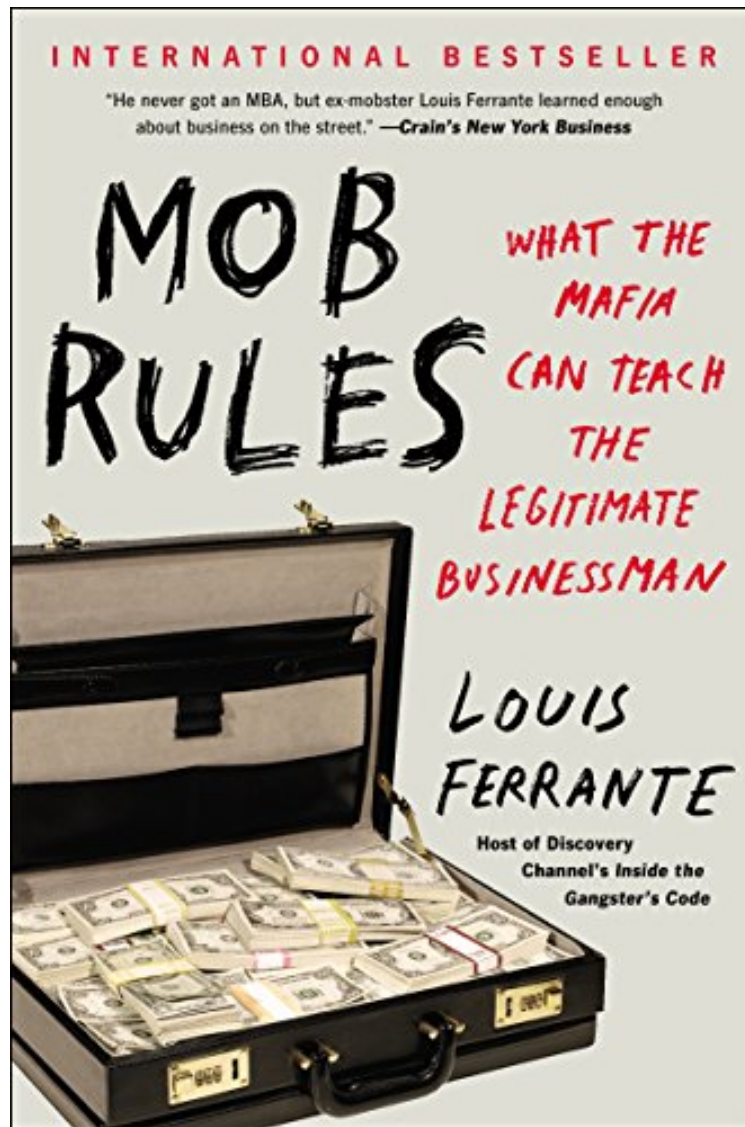


Mob Rules: What the Mafia Can Teach the Legitimate Businessman

Louis Ferrante

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Louis Ferrante : Mob Rules: What the Mafia Can Teach the Legitimate Businessman before purchasing it in order to gauge whether or not it would be worth my time, and all praised Mob Rules: What the Mafia Can Teach the Legitimate Businessman:

4 of 4 people found the following review helpful. A good resource if you're interested in the mafia. By CamberI 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.

0 of 0 people found the following review helpful. Great Read By TorisellsLAI 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.

3 of 3 people found the following review helpful. A Must Read for Working in Business By Charles Wilson 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.

The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U.S. history. By the age of twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison sentence, Ferrante went straight. He realized that the Mob's most valuable business lessons would allow him to survive and thrive in the real world. Now he offers eighty-eight time-tested Mafia strategies, including:

- * Go get your own coffee!: Respecting the chain of command without being a sucker.
- * The walls have ears: Never bad-mouth the boss.
- * Is this phone tapped?: Watch what you say every day.
- * How to bury the hatchet-but not in someone's head.
- * Don't split yourself in half: The wrong decision is better than none at all.
- * Don't build Yankee stadium, just supply the concrete: Spotting new rackets.
- * Leave the gun, take the cannolis...and beware of hubris.

Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day.