



Deals on the Green: Lessons on Business and Golf from America's Top Executives

David Rynecki

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No matter how sophisticated the tools become-the e-mails and teleconferencing, the BlackBerries and PowerPoints-golf remains the true communications hub of American business

In the history of American business there have been more deals consummated on the golf course than in any boardroom or five-star restaurant. It's no accident that executives from J. D. Rockefeller to Jack Welch have made time in their busy schedules for eighteen holes.

Deals on the Green takes a fresh look at the interesting worlds of golf and business. It's not a "how to win business" instructional, but it does offer lessons about what is required to succeed in golf and in business-namely friendship, imagination, tenacity, multitasking, guts, passion, and compassion. And it shares great inside stories about the leaders whose devotion to and respect for the game have contributed to their success in business.

Financial journalist David Rynecki takes us inside the gates of elite courses such as Augusta National and Pebble Beach to reveal how the wealthy and powerful really behave-or misbehave. He lets us in on the keys to mixing business and pleasure, the best way to swing a nine iron in front of your boss, and even what to do if you happen to slice it.

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