



Working Together: Why Great Partnerships Succeed

By Michael D. Eisner, Aaron R. Cohen

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In *Working Together*, a fascinating and invaluable look at why great partnerships succeed, former Disney CEO Michael Eisner discusses how professional partnerships have contributed to his success. In addition, Eisner tells the stories of nine other highly successful business collaborations, including Warren Buffett and Charlie Munger, Valentino and Giancarlo Giammetti, Bill and Melinda Gates, Joe Torre and Don Zimmer, and Brian Grazer and Ron Howard.

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Editorial Review

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It certainly helps in writing a wannabe best-selling business book to be able to snag personal, face-to-face interviews with celebs. Then again, if you're Michael D. Eisner, former CEO of the Walt Disney Company (with no small assistance from a writer-TV producer cowriter), access should be no issue. The list of corporate partners—in a variety of industries—is one key to catapulting to the top 10 list; among his distinguished interviewees are Bill and Melinda Gates and Warren Buffet and Charlie Munger. The second key? A topic that's sure to prompt no small discussion: why certain business duets succeed in the corporate (and entertainment/sports) world. A third feature: an almost dialogue-type style, by which readers feel intimately involved in the conversation. Are the conclusions about working together groundbreaking? Not really; Eisner points to trust as the foundation, followed closely by a real sense of ethics. There is wisdom in remembering the 10 Commandments—and, what's more, taking the golden rule to heart. A name-dropping book that is catchy enough for all to skim. --Barbara Jacobs

From the Back Cover

Dig deep and you will find the most compelling argument for working together: Happiness.

In business there are always unique individual achievers, but pull down the veil and you'll often find someone alongside them. Michael Eisner does just that in *Working Together*. Using his own collaboration with Frank Wells at Disney as a launching point for examining other famously successful partnerships, Eisner offers us an intimate and deeply personal look at some of the most rewarding business partnerships, uncovering what makes them tick and offering unconventional wisdom and unexpected insights. In this essential book for businesspeople everywhere, Eisner shines a light on these startlingly long-lasting and enriching partnerships, weaving together ten separate narratives—from investment gurus to entertainment impresarios, from fashion designers to big-box retailers—into a larger story about the true nature of achievement in life and in business.

Ten Stories, Ten Magical Partnerships:

Michael D. Eisner and Frank Wells (Disney)
Warren Buffett and Charlie Munger (Berkshire Hathaway)
Bill and Melinda Gates (The Gates Foundation)
Brian Grazer and Ron Howard (Imagine Entertainment)
Valentino and Giancarlo Giammetti (Valentino)
Ian Schrager and Steve Rubell (Studio 54)
Arthur Blank and Bernie Marcus (The Home Depot)
Susan Feniger and Mary Sue Milliken (restaurateurs)
Joe Torre and Don Zimmer (New York Yankees)
John Angelo and Michael Gordon (finance)

Collectively, the stories you're about to read form a blueprint for building partnerships that matter, that last, and that allow each of us to do our very best work.

About the Author

Michael D. Eisner has been a leader in the American entertainment industry for four decades. While president of Paramount Pictures, he turned out hit films such as *Raiders of the Lost Ark* and *Saturday Night Fever*. As chairman and CEO of The Walt Disney Company, he transformed a film and theme park company with \$1.8 billion in enterprise value into a global media empire valued at \$80 billion. In 2005 Eisner founded The Tornante Company, a privately held corporation that makes investments in and incubates companies and opportunities in the media and entertainment space.

Aaron Cohen, a writer and television producer, has won thirteen Emmy Awards and a Peabody Award for his work at NBC and HBO, and has twice received the Dick Schaap Award for Outstanding Writing for his work on the critically acclaimed boxing documentary series *24/7*.

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