



ZZZZ Best Company: Strength and Weaknesses

Topic: Business | Words: 1537 | Pages: 5

Analysis of Barry Minkow

Barry Minkow was born on the 17th day of March 1967 in Reseda California state (Akst). During his childhood, he stayed with his Jewish parents in a middle-class suburb in the San Fernando Valley. His parents operated a garage while the mother was working as a telephone operator for a carpet cleaning firm. It is claimed that at the age of twelve Barry Minkow was introduced to carpet cleaning work by his mother (Akst). According to available governmental regulations on the opening of businesses, the carpet cleaning industry does neither require licensing nor apprenticeships, but only a small capital to start (Akst).

These cheap opening restrictions are blamed for the entry of Barry Minkow into the carpet cleaning industry by founding the ZZZZ BEST Company in 1982, at the age of sixteen (Akst). However, based on the fact that this type of business is very common in the US, Barry Minkow was faced with stiff competition, a factor that sufficiently threatened his ability to earn a livelihood. According to him, customer complainants and nagging vendors' demands for payments from his company proved a major challenge to the development of the company (Akst).

In addition, owing to his poor background, Barry Minkow could not successfully raise enough capital to sustain his newly established business. In addition, he could not get financial assistance from the local banks. As a result of these reasons, Barry Minkow developed a unique way of financing his business. Barry Minkow employed dubious means to expand his business capital. They ranged from cheating

Zzzz Best Case Study Answers

**Samuel C. Certo, F. Michael
Kaufmann, James B. Pettijohn**



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Failure of ZZZZ Best Co United States. Congress. House. Committee on Energy and Commerce. Subcommittee on Oversight and Investigations,1988 **Honest Answers** Lena Sisco,2022-11-15 BECOME A MASTER AT NEGOTIATION AND COMMUNICATION Never go into an important conversation feeling unheard unprepared or uninformed again apply the proven SISCO method for communication to become a master negotiator trusted interviewer and engaging conversationalist No matter the conversation detecting honesty and persuading others to be honest are some of the most valuable skills you can learn With these skills you can master your daily conversations and interactions with others The Strategic Interviewing Skills and Competencies SISCO Method will help you see the full picture have all the facts and make effective decisions Former Navy interrogator Lena Sisco created this method during challenging investigative and information gathering interviews Her 5 step program focuses human to human interaction When you can gain someone s trust you can get truth in any scenario She teaches readers how to validate their gut feeling when they think someone is lying unassumingly control a conversation and persuade others to be honest These skills are not only applicable in an interrogation room but they can be relevant in everyday life In this book you will learn how to Apply the strategic interviewing skills behind the SISCO method to your everyday life to discover the information and the honest answers you need Create an environment of trust that will facilitate the fact finding necessary to be more effective at your job while encouraging others to be more accountable Control the signals you may or may not be inadvertently sending to others Know the right words to say during a disagreement in order to de escalate conflict gain respect and create a win win situation Not only does she teach you techniques and methods to negotiate and interview with confidence she shares the neuroscience behind why they are effective You will be able to interpret patterns of behavior and influence positive behaviors in others as well as enhancing the effectiveness of your communication practices both verbal and nonverbal **Auditing** W. Robert Knechel,Steven Salterio,2016-10-04 Focusing on auditing as a judgment process this unique textbook helps readers strike the balance between understanding auditing theory and how an audit plays out in reality The only textbook to provide complete coverage of both the International Auditing and Assurance Standards Board and the Public Company Accounting Oversight Board Auditing reflects the contemporary evolution of the audit process New additions to the book include expert updates on key topics such as the audit of accounting estimates group audit and the Integrated Audit Supplemented by extra on line resources students using this established text will be well equipped to be effective auditors and to understand the role of auditing in the business world

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