

Barbarians at the Gate: The Fall of RJR Nabisco

By Bryan Burrough, John Helyar

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“One of the finest, most compelling accounts of what happened to corporate <?xml:namespace prefix = st1 ns = "urn:schemas-microsoft-com:office:smarttags" />America and Wall Street in the 1980’s.”
—*New York Times Book Review*

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A #1 *New York Times* bestseller and arguably the best business narrative ever written, *Barbarians at the Gate* is the classic account of the fall of RJR Nabisco. An enduring masterpiece of investigative journalism by Bryan Burrough and John Helyar, it includes a new afterword by the authors that brings this remarkable story of greed and double-dealings up to date twenty years after the famed deal. The *Los Angeles Times* calls *Barbarians at the Gate*, “Superlative.” The *Chicago Tribune* raves, “It’s hard to imagine a better story...and it’s hard to imagine a better account.” And in an era of spectacular business crashes and federal bailouts, it still stands as a valuable cautionary tale that must be heeded.

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Barbarians at the Gate: The Fall of RJR Nabisco By Bryan Burrough, John Helyar Bibliography

- Sales Rank: #9760 in Books
- Brand: Harper Paperbacks
- Published on: 2009-12-01
- Released on: 2009-12-01
- Original language: English
- Number of items: 1
- Dimensions: 8.00" h x 1.41" w x 5.31" l, 1.01 pounds
- Binding: Paperback
- 624 pages

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Editorial Review

From Library Journal
The leveraged buyout of the RJR Nabisco Corporation for $25 billion is a landmark in American business history, a story of avarice on an epic scale. Two versions of the fierce competition for the largest buyout ever consummated are presented by skilled journalists with contrasting styles. Burrough and Helyar are clearly fascinated with the personalities of the players in the deal and with the trappings of corporate wealth. The restless, flamboyant personality of Ross Johnson, CEO of RJR Nabisco, is portrayed as the key to the events that were to unfold. The colorful description of all of the players and the events will likely have broad appeal. Lampert signals the complexity of her story by introducing her narrative with a three-page cast of characters. Her focus on the strategy of the players and on the fast-paced action provides a more concise description of a deal big enough to augment the wealth of many rich people. Business libraries will want both versions of this story of capitalism drawn to the extreme, but students, looking for a more comprehensive treatment, will favor Lampert's version.
- *Joseph Barth, U.S. Military Acad. Lib., West Point, N.Y.*
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Review
“It’s hard to imagine a better story...and it’s hard to imagine a better account” (Chicago Tribune)

“A superlative book...steadily builds suspense until the very end.” (Los Angeles Times Book Review)

“The fascinating inside story of the largest corporate takeover in American history… It reads like a novel.” (Today Show)

“The most piercing and compelling narrative of a deal to date.” (Boston Globe)

“Impressive qualities... delicious scenes... a cinematic yet extraordinarily careful book.” (Ken Auletta, New York Daily News)

From the Back Cover

The fight to control RJR Nabisco during October and November of 1988 was more than just the largest takeover in Wall Street history. Marked by brazen displays of ego not seen in American business for decades, it became the high point of a new gilded age, and its repercussions are still being felt. The ultimate story of greed and glory, *Barbarians at the Gate* is the gripping account of these two frenzied months, of deal makers and publicity flaks, of an old-line industrial powerhouse that became the victim of the ruthless and rapacious style of finance in the 1980s. Written with the bravado of a novel and researched with the diligence of a sweeping cultural history, here is the unforgettable story of the takeover in all its brutality.

Users Review

From reader reviews:

Erica Rawlins:

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Ronald Karl:

Exactly why? Because this Barbarians at the Gate: The Fall of RJR Nabisco is an unordinary book that the inside of the publication waiting for you to snap this but latter it will zap you with the secret that inside. Reading this book close to it was fantastic author who else write the book in such amazing way makes the content interior easier to understand, entertaining way but still convey the meaning completely. So , it is good for you for not hesitating having this any more or you going to regret it. This book will give you a lot of gains than the other book include such as help improving your proficiency and your critical thinking way. So , still want to hesitate having that book? If I ended up you I will go to the guide store hurriedly.

Maria Lamotte:

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