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Many companies make decisions that compromise value in the name of creating value. But with courage and independence, executives can apply the four cornerstones of finance to make sound decisions that lead to lasting value creation.

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Return on capital and *growth* are the twin drivers of value creation, but they rarely matter equally. Sometimes raising returns matters more, whereas other times accelerating growth matters more.

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You can create the illusion of value or you can create real value. Sometimes acquisitions and financial engineering schemes create value, and sometimes they don't. No matter how you slice the financial pie, only improving cash flow creates value.

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No company can perpetually outperform the stock market's expectations. When a company outperforms, expectations rise, forcing it to do better just to keep up. The treadmill explains why the share prices of high performing companies sometimes falter, and vice versa.

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No company has an objective, inherent value. A target business is worth one amount to one owner and other amounts to other potential owners—depending on their relative abilities to generate cash flow from the business.

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Conventional wisdom segments investors into pigeonholes like *growth* and *value*, but these distinctions are erroneous. There's a more insightful way to classify investors, and doing so culls out those who matter most to the value-minded executive.

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The performance of stock markets and real economies are typically aligned, hardly ever perfectly aligned, and rarely very misaligned. Executives and investors who understand this are better able to make value-creating decisions.

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