

Vijay Sathe with John Bachmann

“The POSE Strategy Framework and the Wisdom of Peter F. Drucker as Experienced by Edward Jones”

Session

Peter Drucker liked to say that he was “an intermittent member of the Edward Jones management team” over the 25 years that he advised the firm as it grew from a small player with a few hundred offices to one of the largest and most successful companies in the financial services industry. John Bachmann was the managing partner of Edward Jones during these years and Professor Sathe will engage him in a conversation—using the POSE strategy framework that is based on Drucker’s work for guidance—to elicit how Drucker’s insights and wisdom benefited the firm.



About Vijay Sathe

Vijay Sathe is a professor of management at the Drucker School. Sathe’s areas of expertise include business and corporate strategy, the securing of global advantage, corporate entrepreneurship, venture capital and new business creation, cultural change and transformation, improvement of controller and staff effectiveness, building winning management teams, leadership, and revitalization of the organization and oneself. His current research focuses on

entrepreneurship, venture capital, and revitalization.

Sathe was a professor at the Harvard Business School for 10 years prior to joining the Drucker School faculty. He has taught in executive education programs around the world, and has published five books and numerous articles in academic and professional journals. He has also served as a consultant to corporations worldwide, and has advised government agencies and not-for-profit organizations. Sathe’s two latest books are *Corporate Entrepreneurship: Top Managers and New Business Creation*, published by Cambridge University Press in 2003, and *Manage Your Career: 10 Keys to Survival and Success When Interviewing and on the Job*, published by Business Expert Press in 2008.

Professor Sathe received his Ph.D. from Ohio State University, M.B.A. from Ohio State University, M.S. from the University of Wisconsin, and B.S. from the University of Pune, India.



About John Bachmann

John W. Bachmann is a member of the U.S. Chamber of Commerce senior council and was chair from 2004 to 2005.

In 1980, Bachmann succeeded Edward D. “Ted” Jones Jr. as managing partner of the financial services firm Edward Jones. During Bachmann’s tenure, Edward Jones grew from 200 offices in 28 states to 8,700 offices throughout the U.S. and, through its affiliates, in Canada and the United Kingdom. Edward Jones has

been ranked four times by *Fortune* magazine as one of the 100 Best Companies to Work For and has been ranked No.1 on this list twice, in 2000 and 2001.

Bachmann served as chairman of the Securities Industry Association in 1987 and 1988, a time of great turbulence because of the October 1987 stock market crash. He was active on the U.S. Steering Committee for the Group of 30, an international group that examines global financial issues, and chaired a task force for the implementation of clearance and settlement reform in the U.S. securities markets. Bachmann has also been a member of the board of governors of the Chicago Stock Exchange and has served on the Regional Firms Advisory Board of the New York Stock Exchange. He has served as chairman of District 4 for the National Association of Securities Dealers. He also served as a member of the board of directors of Trans World Airlines from 1996 to 2001.

John Bachmann received a B.A. in economics from Wabash College and a master’s in finance from Northwestern University. Bachmann is also a graduate of the Institute of Investment Banking at the University of Pennsylvania’s Wharton School and a recipient of an honorary doctor of laws from Wabash College and an honorary doctor of arts from the University of Missouri-St. Louis.

