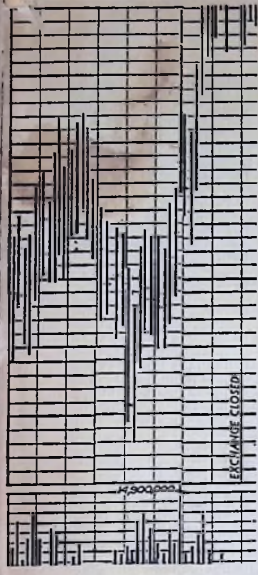
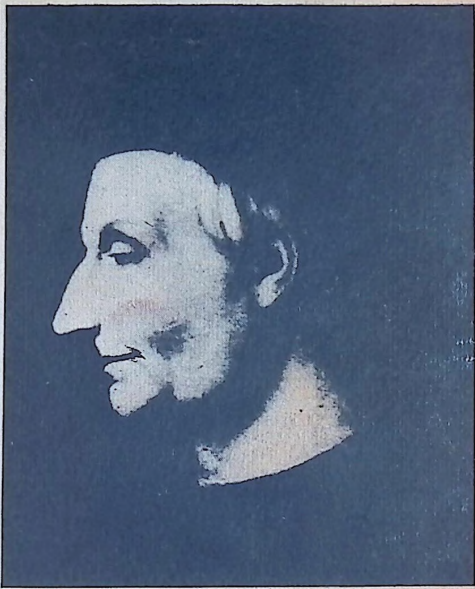


# Management and Machiavelli



## Antony Jay

An Inquiry Into the  
Politics of  
Corporate Life

erated  
and tu  
erated  
ment J  
Unu  
dent Jo  
his view  
later th  
crease.  
Builder  
more of  
At a  
nual ra  
ahead of  
ary ran  
from Je  
ly, Feb  
15.1% to  
The  
rise of  
billion  
a \$2.2  
ward-  
"All  
point co  
into J  
Counci  
to the  
leans. H  
surchar  
very in  
tion lat  
was ma  
Surchar  
Enou  
istrator  
request  
such po  
longed  
could d  
ceivably  
could be  
the "ter

## Exchange Transactions

April 17, 1967

Net Close Chg.	--1967--		J-K-L				Net	
	High	Low	100s	Open	High	Low		Close Chg.
63 1/2 + 1/4	15	11	Jaeger Mach	7	12 1/2	12 3/8	12 1/2	12 3/8 + 1/8
34 1/2	12 1/2	10 1/2	JapanFd .68g	43	11 1/2	12	11 3/4	11 3/4 - 1/8
25 1/2 + 1/8	35	25 1/2	Japan fn .68g	1	11 1/4	11 1/4	11 1/4	11 1/4
27 1/2	31 1/2	26 1/2	Jewel Co 1.20	54	31 1/2	32 1/4	31 1/2	32
23	31 1/2	20 1/2	JimWalt pf1.20	14	31 1/2	32 1/4	31 1/2	32 1/4 + 1/8
49 1/4 + 1/8	16	13 1/2	JimWalt pf 1	2	15 1/2	15 1/2	15 1/2	15 1/2 - 1/4
30 3/4 - 1/4	59 1/2	47 1/2	JohnMan 2.20	28	58 1/2	59 1/2	58 1/2	58 1/2 + 1/4
27	223	165	JohnsJ 1.40a	32	215	217	214 1/2	216 + 2
4	72 1/2	71	John John wi	6	72 1/2	72 1/2	72 1/2	72 1/2
22 1/2 + 3/8	48 1/2	37 1/2	JohnsSvc 1.50	10	45 1/2	45 1/2	45	45 - 3/4
23 1/2 + 1/8	50 1/2	35	JonLogan .80	18	44 1/2	44 1/2	43 1/2	44 1/2
3 + 1	63 1/2	46 1/2	James L 2.70	85	58 1/2	60 1/2	58 1/2	60 + 1 1/2
3 + 1	23 1/2	18 1/2	Jorgens 1.10b	7	22 1/2	22 1/2	22 1/2	22 1/2 + 1/2
1 + 1 1/4	15 1/2	12 1/2	Jostens .50	16	14 1/2	14 1/2	14 1/2	14 1/2 - 1/4
1 1/2 + 4 1/2	35	24 1/2	Joy Mfg 1.25	55	30 1/2	31	30 1/2	30 1/2 - 1/8

--1967--		Sales in		Net		
High	Low	100s	Open	High	Low	Close Chg.
72 1/2	66	NY SE pf3.75	220	70 1/2	70 1/2	70 1/2 - 1/4
22 1/2	21	Niag MP 1.10	151	22	22	21 3/4 + 1/8
68 1/2	62 1/2	NiagM pf3.60	260	67 1/4	67 1/4	67 1/4 + 1/8
63 1/2	60	NiagM pf3.40	2200	62	63	62 1/2
19 1/2	17	Niag Shr 1.10	12	18 1/4	19 1/4	19 1/4 + 1/8
46	39 1/2	NopecCh .47g	6	44 1/2	45	44 1/2 + 3/8
109 1/2	97 1/2	Norfolk Wst 6a	35	107	107 1/2	106 3/4 + 1/4
27 1/2	17 1/2	Norris Ind 1	37	26 1/2	26 1/2	26 1/2 + 1/4
53 1/2	45 1/2	NA Avia 2.80	113	47	47	46 1/2 - 1
26 1/2	18 1/2	NAM Car .90	59	24 1/2	24 1/2	24 - 1/4
17 1/2	12	NAMCoal .50	13	16	16	15 1/2 - 1/4
20	18	Noeast Ut .86	58	18 1/2	18 1/2	18 - 1/4
33 1/2	29 1/2	NorInd PS 1	50	32 1/2	32 1/2	32 1/2
51 1/2	47 1/2	NorNGas 2.40	56	51	51 1/4	51 + 1/4
105	100	NONG pf5.80	2260	102	102	101 3/4 - 1/4
58 1/2	46 1/2	Nor Pac 2.60	44	55	55 1/2	54 1/2 - 1/4
34 1/2	33 1/2	Nsta Pw 1.52	15	33 1/2	33 1/2	33 1/2 + 1/8
69 1/2	63	NSPw pf3.60	210	66	66	66
38 1/2	26 1/2	Northrop 1	473	37 1/2	38 1/2	37 1/2 + 1/4
39 1/2	26 1/2	Northp pf.45	5	38 1/2	38 1/2	38 1/2 - 1/4
135 1/2	110 1/2	Nwst Airl .70	82	124	124 1/2	123 1/2 - 1/4
51 1/4	46	NWBan 1.90a	4	48 1/2	48 1/2	48 1/2 + 1/4
44	28 1/2	NwSTW 1.80	5	39 1/2	40	39 1/2 + 1/2
54 1/2	36 1/2	Norton 1.50	62	43 1/2	44 1/2	43 1/2 + 1/4
73 1/2	60	Norwich 1.30	4	73 1/2	73 1/2	73 1/2 - 1/4
26 1/2	21 1/2	NuTone .90	3	22 1/2	22 1/2	22 1/2
25 1/2	23	NVF Co 1.20	2	24	24	24