

# Jeremy Hope

## Biography



Jeremy Hope, MA, FCA is the author of a number of articles and books (see list) on performance management and associated leadership issues. His article on 'Beyond Budgeting' with colleague Robin Fraser won the prestigious IFAC (International Federation of Accountants) award for best accounting article of 1998. He has given many keynote speeches at major conferences on these topics. He began his career as a chartered accountant and has since had experience in venture capital and business management.

For the past twelve years he has been involved in management research and supporting the executive development programs of a number of leading organizations including the World Bank. In 2006, he was keynote speaker at conferences in over 50 cities worldwide. For the past nine years his work has been focused on "Beyond Budgeting" and he is co-founder and research director of the Beyond Budgeting Round Table (BBRT), an organization dedicated to helping firms improve their performance management processes. The BBRT is an international members-driven research organization. It is now a global movement and is supported by over 30 organizations including Statoil, Telenor, Handelsbanken, Telekom Malaysia, EADS and many government organizations.

This work has led to an article in the Harvard Business Review ("Who Needs Budgets? February 2003) and a book entitled "Beyond Budgeting – How to Break Free from the Annual Performance Trap" published by the Harvard Business School Press in April 2003. Drawing on the Beyond Budgeting research program, this book examines those companies that have replaced their traditional planning and budgeting models with alternative management processes. The result is a coherent management model that is more suited to knowledge-based organizations.

While retaining his work as director of the BBRT, he has recently released a book "Reinventing the CFO" published by Harvard Business School Press in 2006. This book sets out a new vision for the finance function and suggests ways that finance managers can transform their roles and add greater value to the organization. His earlier two books (with co-author Tony Hope) – also published by the Harvard Business School Press – were *Transforming the Bottom Line (1995)* and *Competing in the Third Wave (1997)*. Both books have been translated into many languages and both won coveted awards in the USA.

Jeremy can be contacted at:

Tel: 44-1274 533 012 email: [jeremyhope@bbrt.org](mailto:jeremyhope@bbrt.org)

**List of articles:**

- Crunch Numbers Not People – Computerworld (US) December 16, 1996
- Breaking Free – How to End the Tyranny of Budgets – People Management September 1997
- Beyond Budgeting...Breaking through the barrier to the ‘third wave’ – Management Accounting (UK) December 1997
- Measuring Performance in the New Organisational Model – Management Accounting June 1998
- Strategic Planning for the ‘third wave’ – Chemtech July 1998
- Managing without Budgets: the European Experience – Corporate Controller (US) September/October 1998
- Customers: strategic, loyal and profitable? – Management Accounting October 1998 (Won FMAC Article of Merit Award, 1999)
- Beyond Budgeting: building a new management model – Management Accounting (UK) January 1999
- Beyond Budgeting...Breaking through the barrier to the ‘third wave’ – IFAC January 1999 (Won IFAC International Award)
- Budgets: How to manage without them – Accounting & Business April 1999
- Take it Away – Accountancy May 1999
- Beyond Budgeting – Strategic Finance (US) October 2000
- Beyond Budgeting – Performance Controlling (Germany) – September 2002
- Business: The Ultimate Resource – Bloomsbury Publishing 2002
- The New Corporate Deal – Optimize Magazine (US) February 2003
- Who Needs Budgets? Harvard Business Review, February 2003
- New Ways of Setting Rewards – California Management Review, Summer 2003

**List of books:**

- Transforming the Bottom Line (Harvard Business School Press, Boston, 1995)
- Competing in the Third Wave (Harvard Business School Press, Boston, 1997)
- Beyond Budgeting (Harvard Business School Press, Boston, 2003)
- Reinventing the CFO (Harvard Business School Press, 2006)