

Contents

Preface ix

Introduction xiii

PART 1

JAPAN 1

Chapter 1

Optimism, Entrepreneurship, and Raincoats 3

Chapter 2

Losing My Father 21

Chapter 3

Changing Takihyo with American Brashness 27

Chapter 4

A New Takihyo Headquarters for a New Age 37

Chapter 5

Expansion and Distribution Channel Management:
The Late 1960s 51

Chapter 6

Taki Gakuen and Asking the Simple Questions 65

**WRAP UP JAPAN:
RESPICE, ADSPICE, PROSPICE 73****PART 2****UNITED STATES 85****Chapter 7**

The Break from Culture 93

Chapter 8

Outside Factors Wound Takihyo 99

Chapter 9

Now, the Good 109

Chapter 10

The Lion 115

Chapter 11

Negotiating for Anne Klein 125

Chapter 12

Losing a Friend 133

Chapter 13

Finding New Management 141

Chapter 14

Growing Anne Klein 147

Chapter 15

No Kickbacks 157

Chapter 16

Elevating the Designer 163

Chapter 17

DKNY—A New Brand, a Diffusion Line 171

Chapter 18

The Initial Public Offering of Donna Karan International 181

WRAP UP AMERICA:**RESPICE, ADSPICE, PROSPICE 191****Conclusion: Zennovation in Retrospect 199****Acknowledgments 209****Index 211**